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The Furnishing World

& FURNITURE BEDDING & UPHOLSTERY MANUFACTURER

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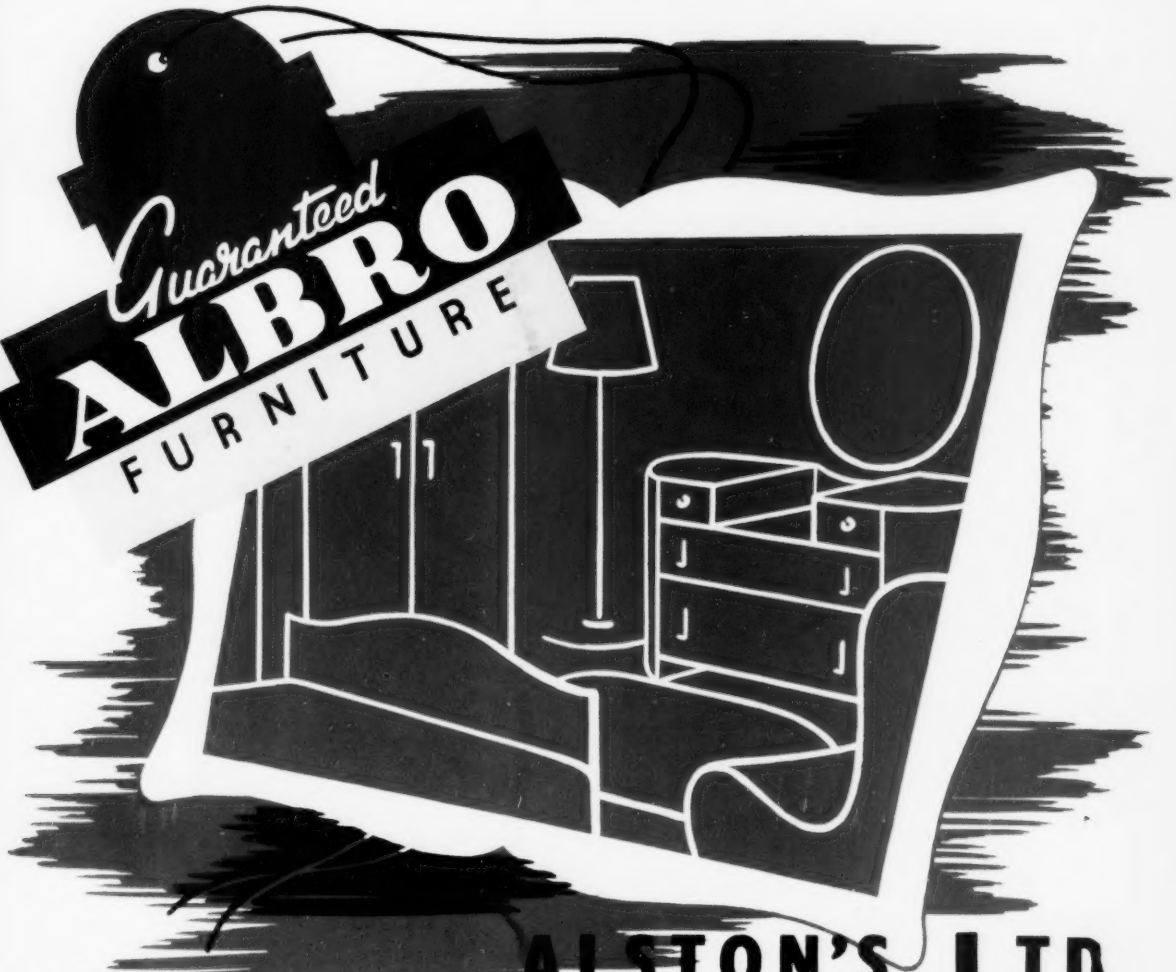

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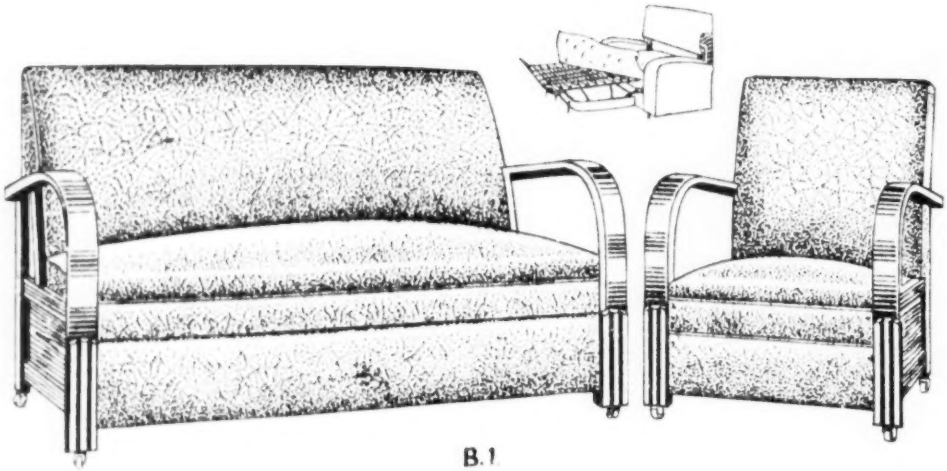

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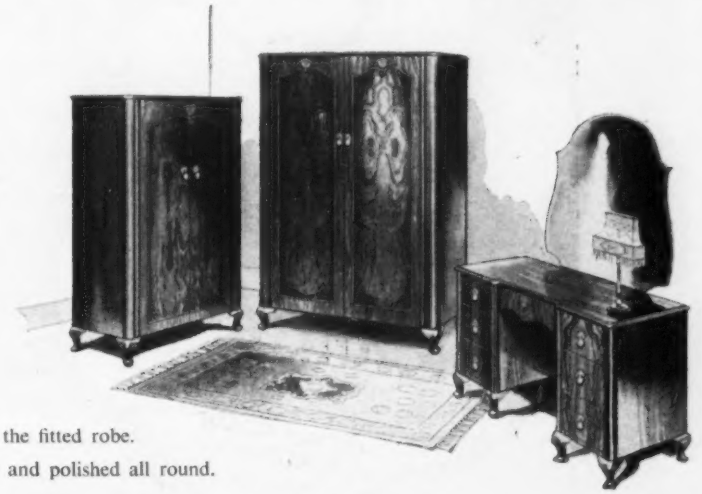

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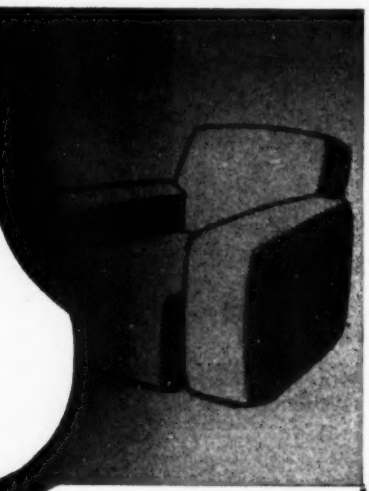

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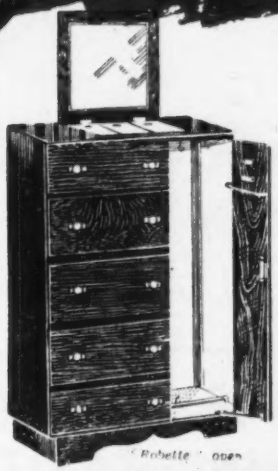

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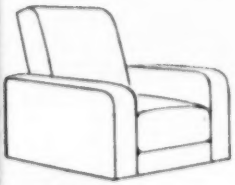

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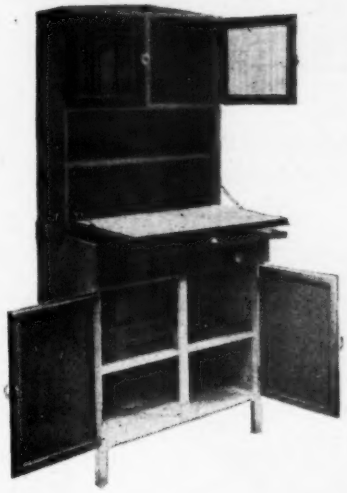

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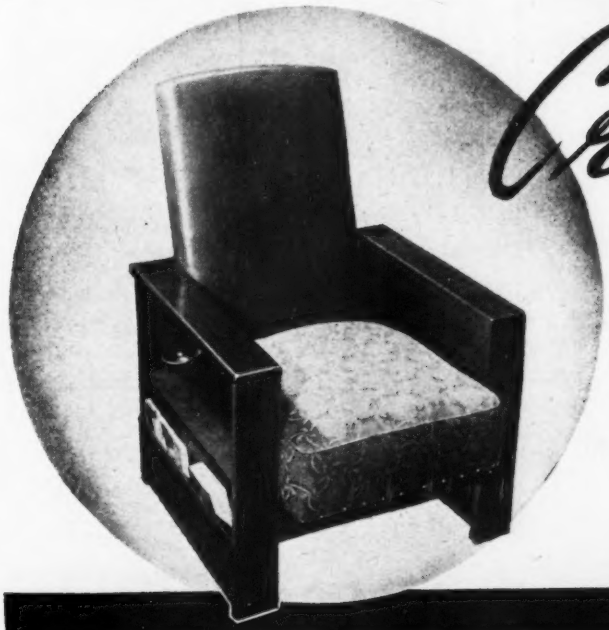

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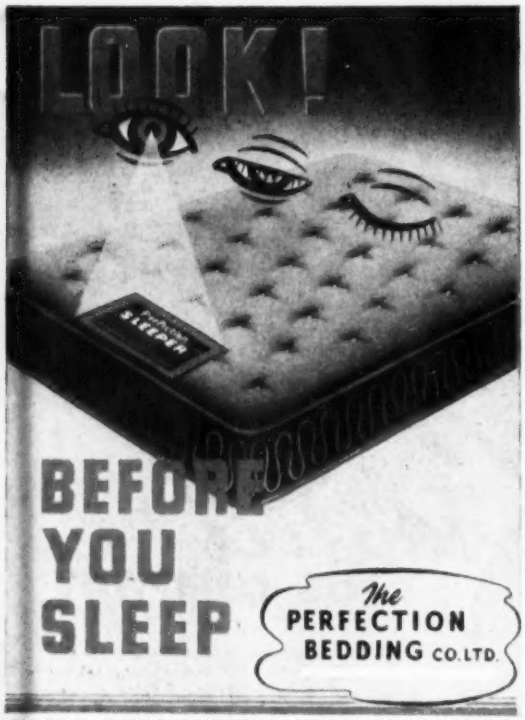

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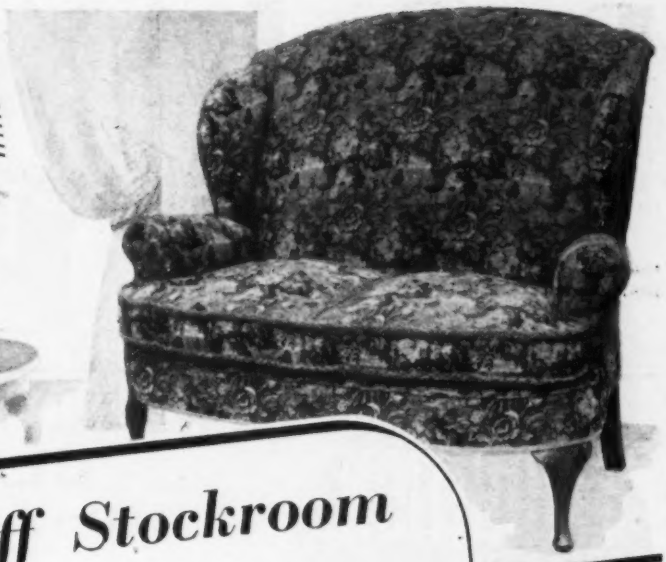

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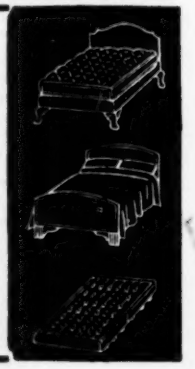

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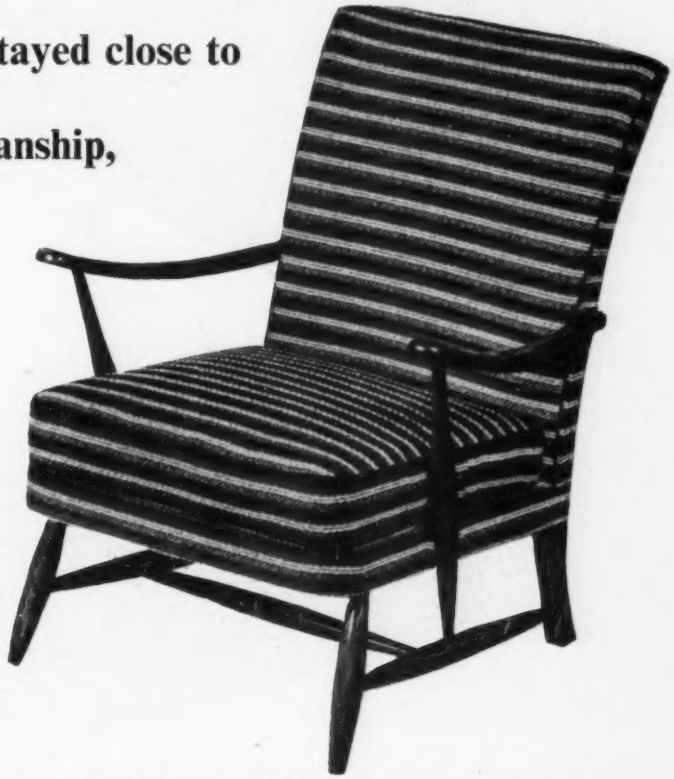

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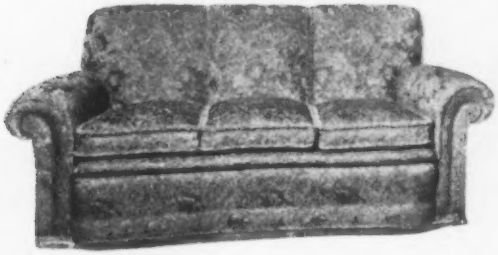

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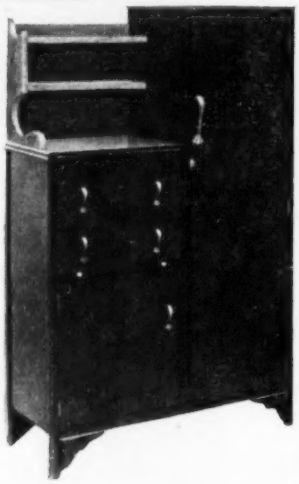

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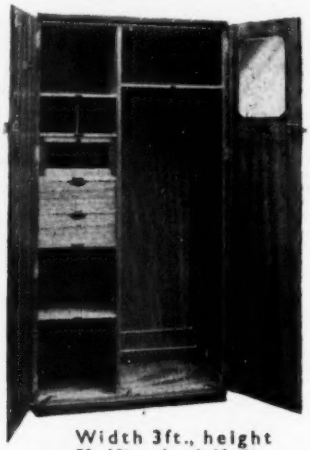

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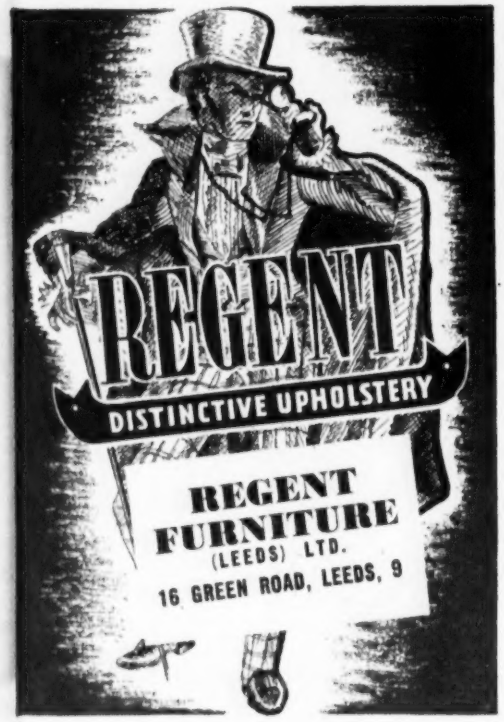

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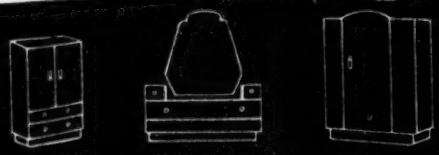

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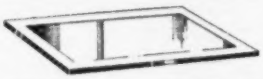

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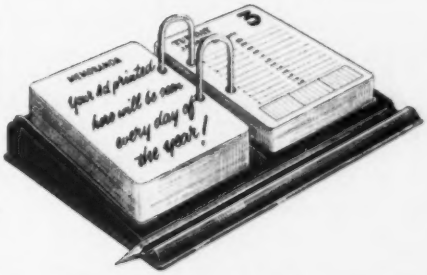

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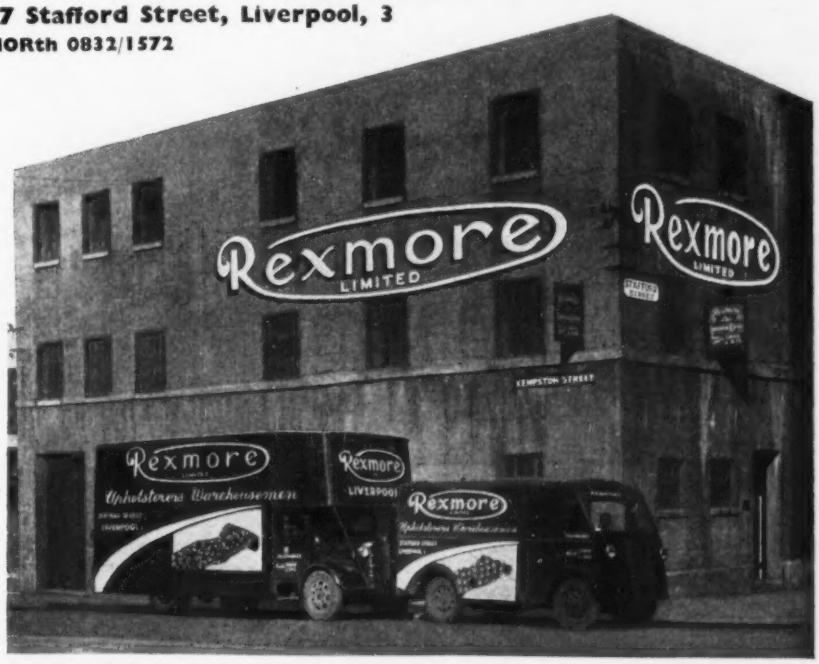

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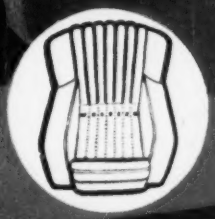

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The FURNISHING WORLD
AND FURNITURE, BEDDING AND UPHOLSTERY MANUFACTURER
Vol. XXXIII No. 505
Subscription 30s. per annum, post free (35s. Overseas)
180, Fleet Street, E.C.4. Tel: CHAncery 8844 (15 lines)
September 29, 1950

LFM SET UP CREDIT BUREAU

Practical Plan To Safeguard Members

THE SETTING-UP OF THE "L.F.M. CREDIT BUREAU" WITH REPORTING, COLLECTION AND INSOLVENCY SERVICES, AND A CREDIT INSURANCE SERVICE, WAS ANNOUNCED BY THE PRESIDENT OF THE LONDON AND SOUTH-EASTERN FURNITURE MANUFACTURERS' ASSOCIATION, MR. LOUIS CALLER, AT THEIR HALF-YEARLY GENERAL MEETING AT THE ABERCORN ROOMS, LONDON, ON MONDAY.

THE president said that for some time consideration had been given to the provision of facilities that would enable members to procure information as to the standing and responsibility of persons with whom they proposed to transact, or were transacting business, or any other information which might be useful to them in the conduct of their business.

Realising the importance of the problem involved, the Council came to the conclusion that the best solution would be found by making arrangements with the International Association for Promotion and Protection of Trade, Ltd., whereby this organisation would set up and operate a special section, equipped to provide the specialised form of services required by furniture manufacturers.

The work of the section will be supervised by an honorary committee appointed in the first instance by the L.F.M. The committee is to consist of Messrs. S. Bobroff, Louis Caller, Philip E. Faith, M. Leigh, L. Libson, F. Lucas, A. Godfrey (*ex officio*). The secretary will be Mr. C. C. Worters who is secretary of the International Association.

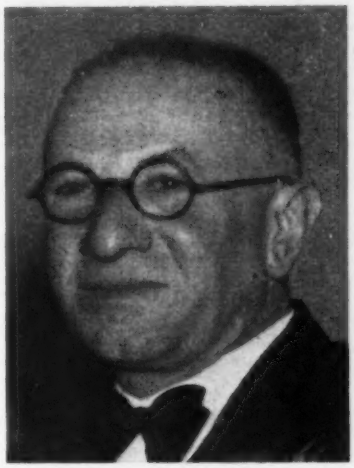
The International Association was a mutual organisation originally established in 1842, and during the whole of its long history had had as its primary object the provision of credit information for all engaged in trade and industry. It operated a number of similar sections for other trades, and the establishment of the L.F.M. Bureau was a continuation of their policy to provide credit reporting facilities in the particular form required by individual sections of the trading community.

As a start, the following services would be made available to members of the L.F.M. Bureau: a Reporting Service; a Collection Service; an Insolvency Service; a Credit Insurance Service.

Later other services might be added, if there was a demand.

So far as the Credit Reporting Service was concerned, every effort would be made to give members the fullest possible information which had a bearing on the credit standing of the subject of enquiry, and a request for information would

(*continued over page*)



President Louis Caller.

. . . and Taxation Advice Bureau

A FURTHER service for members of the London and South-Eastern Furniture Manufacturers' Association was disclosed by its president, Mr. Louis Caller.

He announced the setting up of a Tax Bureau in association with Stoy Hayward & Co., to advise members and their accountants on any taxation points.

He said that an approach had been made also to the Inland Revenue authorities to receive an increase in the depreciation allowance.

TO BUY CARPETS FOR ARDING & HOBBS

Mr. H. Bolsom has been appointed buyer for the carpet department at Arding & Hobbs, Ltd.—under the direction of Mr. G. W. Ettridge, deputy managing director—in succession to Mr. R. Eden, who has resigned.

How Credit Bureau for L.F.M. Members Will Work

Thorough Investigation of Firms' Status

(from previous page)

usually include the result of the following investigations:—

(a) A report obtained from informants in the district in which the subject of enquiry is carrying on his business.

(b) The result of a search covering at least 7 years (and frequently longer) on the files of the International Association, which registers daily all published debentures, mortgages, Bills of Sale, Bankruptcies, unsatisfied County Court Judgments, Deeds of Arrangement, etc.

(c) In the case of limited companies, a search of the file at the Companies' Registry, dated at least not more than 12 months from the date of enquiry. In the case of firms registered under the Business Names' Act of 1916, a similar search of the Business Names Registry.

(d) The replies to requests for actual ledger experience addressed to all other members of the section known to have done business with the subject of enquiry.

(e) The reply to a request for information addressed to the subject of enquiry (a member making an enquiry may indicate, if he so desires, that he does not wish such a direct approach to be made to his customer).

Obviously the exchange of ledger experience was of the greatest possible assistance in assessing the credit standing of the subject of enquiry, and the L.F.M. Bureau would do all that it possibly could to ensure the greatest co-operation amongst members, so that the fullest possible details were forthcoming. Any member of the Bureau contributing ledger experience used in compiling a report could receive free of charge a copy of that report. A constant flow of up-to-date credit information was thus assured to all those who actively co-operated in the work of the Bureau.

Nearly 100 members of the L.F.M. had already indicated their willingness to use the facilities now available, and the Council of the L.F.M. urged all who had not so far agreed to participate to do so.

There was no need to stress the need which at present exists for every care to be used in extending credit facilities, and the greater the co-operation among the manufacturers, the smaller would be the amount which had to be charged to the Bad Debt Account, when the year's figures had to be made up.

The Insolvency Services which the Credit Bureau could offer to members were also of great importance to the trade, and it was envisaged that the Credit Bureau Committee would be able to arrange for any of its members unfortunately involved in an insolvency case to safeguard their future interests by the adoption of a common policy, and in particular to ensure, if thought desirable, the appointment of such a person as Liquidator who would be able to act in the best interests of the creditors as a whole.

Furniture Productivity Team for U.S.?

AT its meeting last Thursday, the General Council of the B.F.M. considered sending a team from the industry composed of managers, technicians and operatives to the U.S.A. in 1951 to study factory administration, organisation, layout methods and operating conditions, in the light of the following further information about the cost:—

THE whole tour is arranged by the Anglo-American Council on Productivity, and the team, on leaving London, travel cabin class to the U.S.A., where they start on a tour of American works which usually lasts about six weeks.

The programme in the U.S.A. is arranged by the U.S. section of the Council after considering the special needs of the industry concerned, and the object of the team is to visit American plants where they are allowed very special facilities for study of matters concerned with productivity.

The various aspects concerned would include plant layout, machinery, technical processes, design in so far as it affects manufacturing methods, personnel management and incentive schemes, costing and estimating methods, etc.

Only a small proportion of the cost is borne by the individual or association. The position being roughly as follows:—

H.M. Government make a grant-in-aid amounting to £132 per member. This is intended to cover the cost of a free passage, etc., but it is customary for the teams to go cabin class, which increases the cost by about £45.

All expenses in the U.S.A. are paid from the Marshall Aid Funds, i.e., by the American taxpayer, and this grant covers hotel accommodation, travel in the U.S.A., and food.

There remains, therefore, to be found by the individual, his firm, or association, the proportions as yet to be decided, a sum for purely personal expenses in the U.S.A., which is limited to £55, personal expenses on board ship, say £20, and the extra cost of cabin accommodation mentioned above.

It should be realised that the teams are sent on behalf of the industry, and the essential qualifications are:—

They be acceptable as individuals to the Government of the U.S.A.;

Should be good observers and have the confidence of their industry;

Should have the necessary technical qualifications to enable them to take advantage of the opportunities for study which are offered them;

Should be keen to go, and believe in the objects of their visit;

Team Members Wanted

On return to this country they must be prepared to give up the necessary time to the compilation of the joint report, and be prepared to spend some time travelling to expound and discuss what they saw.

Anyone who would like to become a member of the team should consult, without delay, the Secretary of his Constituent Association, through whom further information may be obtained.

The final selection is made by a joint selection committee representing the employers and union organisations, and it is hoped that the team might leave this country in the spring of next year.

B.F.M. Considers Export Group

THE B.F.M. has been considering the possibility of setting up an export group. They have investigated and drawn up full details of costs and are now in touch with the Furniture Development Council and a Government Department.

If this proposition is considered feasible, the first step will be to form an export group of B.F.M. members and then prepare samples of the types of furniture which will sell in America.

After that a secretariat would have to be set up and then a sales organisation in America.

Public At Our Exhibitions Will Benefit Whole Trade

J. Barclay Jacobs of "Times" Regrets N.A.R.F. Opposition

MEMBERS of the London and South Eastern Furniture Manufacturers' Association were for the first time addressed by a retailer at their luncheon meeting at Abercorn Rooms, London, on Monday, and heard Mr. John Barclay Jacobs, merchandise director of The Times Furnishing Co., Ltd., say that he thought the admittance of the public to next year's B.F.M. furniture exhibition would be of "enormous benefit" to the whole trade.

MR. JACOBS said also that there could be little doubt that a campaign in the national Press of the "buy more furniture" variety would be greatly welcomed by all members of the trade.

"Those of us who are aware of the high cost of putting over such a scheme will know that the funds would never be made available under present conditions. Surely, therefore, the more we can make the public furniture-minded, the more furniture we will sell them."

It was the ambition of every housewife to own a refrigerator and possibly a washing machine. Then, again, it was the ambition of most householders to have a television set and there was little doubt that in order to be the owner of such items, they were likely to make do with the articles of furniture already in their possession, which might need replacement, or do without the articles of furniture which they might otherwise have desired to complete their home.

Furthermore, there was another important point to bear in mind when talking about the public's buying power. It was obviously the wish of most householders to cover their floors and windows at the same time as buying their furniture and many of his listeners would be aware how expensive was the cost of carpeting and curtains to-day.

"How better can the challenge to the outside industries be met than by inviting the public to see what furniture is going to be available for the year 1951? It is with very much regret that I note that the National Association of Retail Furnishers, as a body, opposed the resolution that the public should be admitted to the exhibition."

Mr. John Barclay Jacobs.

Mr. Jacobs said he had studied very carefully the points which the N.A.R.F. have put up in opposition to the admittance of the public. One of their objections was that by allowing the public into such an exhibi-

(continued over page)

2 EXHIBITIONS AT THE SAME TIME NEXT YEAR

B.F.M. Sanctions a Northern Show

A RECOMMENDATION from the B.F.M.'s Exhibition Committee with regard to an exhibition in the North was placed before the General Council last Thursday.

This recommendation was the result of a meeting between the Exhibition Committee and representatives of five Northern Associations (reported in last week's "World").

After full consideration of the matter the General Council passed three resolutions. They are:—

(i) That to meet the needs of Northern manufacturers General Council approve a subsidiary exhibition in the North at the same time as the National Exhibition is being held in London in 1951;

(ii) That no manufacturer be permitted to exhibit at both the London Exhibition and the Northern Exhibition;

(iii) That the Board of B.F.M. Exhibitions, Ltd., consider ways and means of implementing the foregoing decisions of General Council.

Steps are now being taken to find a suitable Exhibition Hall which is available during this period—February 13 to 23, 1951.

New Branch for Lancs Carpet Firm

A BRANCH of Kay's Carpets (Blackpool), Ltd., 327, Dickson Road, Blackpool, whose governing director is Mr. Herbert Hay, will be opened to-day, Friday, at 32, Wood Street, St. Annes-on-Sea, Lancs.

MANAGER will be Mr. John Richardson (in charge of carpets) who has been trained at Dickson Road, with Mr. K. Holden (formerly at J. W. Stringer, Ltd., Lytham, Lancs) in charge of soft furnishings.

Kay's having a very large connection at St. Annes-on-Sea, this new branch will save customers' time and fatigue getting through the centre of Blackpool during the crowded summer season. There will be scope for Mr. Richardson and Mr. Holden to buy from their own premises, according to customers' tastes.

Kay's Carpets deal solely in carpets of every type and soft furnishings. Stock is kept at the works in Daisybank Road, Bispham, Blackpool.

"We carry enormous stocks, between 300 and 400 rolls of body carpet, with a big stock of squares, including some fine Indian squares," Mr. Kay told *Furnishing World*.

"Even if prices continue to rise," he added, "we can carry on for many months at the old price."

The firm's many contracts include much brewery work, not only locally but all over Lancashire (Blackburn, Preston, Southport, Chorley) and the Lake District. Recent contracts for carpets have included North Shore (Blackpool) Motor Club, Queen's Hotel, Palatine, Clifton, Fernley hotels (all Blackpool), and a new Members' Room in Blackpool Town Hall for which Kay's provided carpet and curtains.

"We are specialists in bar seating and upholstery work, have four vans going all the time. We have an excellent and large staff . . . we want only the best people," Mr. Kay said. The firm has in mind in the future (if the national and international position permits) the opening of further branches on the West Lancashire coast.

J. Barclay Jacobs of "Times" Tells—

Why Small Retailers Will Be Helped By Public Admission

Little Fear of Direct Trading

(from previous page)

tion, the public would come into closer contact with the manufacturers, which would tend to undermine the status of the retailer and, furthermore, the temptation of direct trading would be ever present.

He personally felt that much could be gained by the manufacturers hearing the public's views, and he sincerely hoped that every chance would be taken by designers in the furniture industry to hear what criticisms the public had to offer on what they had to offer them in the way of new products.

As regards the undermining of the retailer, it was well to know that a greater percentage of the public would rather buy from a retailer in their own districts because they were then sure of service from the retailer from whom they purchased their goods; it was up to the retailer to ensure that his service was really first-class. If the retailer failed in this, his most important task, then the consumer would have good cause to wish to trade direct with the manufacturer. Here, then, was a case which the retailer must himself answer by giving a thoroughly good service.

Strong Action on Direct Traders

Mr. Jacobs continued: "On the question of direct trading I have no doubt whatsoever that, should a case come to light, very strong action would be taken by the manufacturer's customers, and I, for one, would not wish to continue doing business with a manufacturer guilty of such malpractice. I feel sure that other buyers in the trade would be of the same opinion."

He had noticed also that a further objection was that the retail trader would be put in a difficult position when a member of the public went to his shop and asked for new models which he would not have available in stock.

In this case, the retailer would have less chance of being able to supply the article, because it was more than likely that the exhibitor would have it confined to himself during the run of the exhibition, but if a member of the public were to go into a store with a manufacturer's card with the numbers of some articles he liked, and say: "Here is what I want. Are you able to supply?" the retailer would have a perfectly good chance of getting it.

It would also be of great help to the small store, which was not in a position to carry large stocks, and the small retailer should realise that this might be a great advantage to him.

Mr. Jacobs thought that far too much emphasis has been placed on "the public." One rather imagined that when the doors of the furniture exhibition were opened to the public, they would swarm in in their thousands.

"Mad Rush" Not Expected

"It is very unlikely that an exhibition, which is being opened to the public for the very first time, will attract such a vast number, and I do hope that the organisers do not expect a mad rush.

"It is well to note that during the first four days of the exhibition the public will not be admitted, and I do not think that I would be incorrect in stating that it is in those four days that the bulk of the selection is done.

"It is certainly in those four days that the buyer does want an uninterrupted inspection of the exhibits, and, therefore, there will be very little cause for complaint by the buyer that the public have hindered close inspection of any article.

"I shall wait with great interest to see what the result of the first Saturday is, and how many of the public enter the exhibition on that day."

With regard to the second week, the buyer would have the whole morning to himself, and he was one of the few buyers who attended the exhibition nearly every day this year and he still remembered how deserted the whole show was during the second week, in particular the last four days.

One of the strongest points in favour of admitting the public to the exhibition was that they would be giving the public greater confidence. The public's confidence in fine furniture has been shaken on quite a number of occasions since the end of the war.

Surely, therefore, if they could show the public that they were making really good furniture and impress upon the public that they were protected by a Board of Trade minimum standard, and also that all furniture shown was subject to the Inspector's scrutiny, they would have no cause to doubt or worry unduly about their purchases. It was the public's confidence they must have before they could sell anything.

Wants Products Grouped

Mr. Jacobs said that the organisers could help the retail buyer. It was very confusing indeed for a buyer to walk round the exhibition this year to find one stand showing three-piece suites, the next dining-room suites and the next bedroom suites. Comparisons became very difficult.

He had suggested that, in future, manufacturers should be concentrated by their products and that where manufacturers produced more than one article, they should be put on the boundary of their group, so that in fact they would be in two sections.

He was certainly not in favour of group display by manufacturers who worked in the same area. It had been said that High Wycombe were hoping to have their own section in the exhibition, but he did not think that much good would come out of such a concentration of manufacturers. There would be a danger of creating more rivalry with other areas.

With the admission of the public, continued Mr. Jacobs, a little more attention would have to be paid by certain exhibitors to display, but it was not necessary for any exhibitor to be put to the vast expense of erecting showy stands. There had been several instances this year where manufacturers had tried to crowd so much furniture on to their stands that detailed inspection by the buyer became impossible unless some of the furniture was removed into the gangway. This had occurred only in very few cases, but it nevertheless was present.

G.U.S. Take Over

THE wholesale warehouse firm of Todd, Cunningham & Petrie, furnishers, and so on, Albion Street, Glasgow, is to be controlled by Wallace & Weir, Ltd., Glasgow, and its associated companies. Wallace & Weir, Ltd., are controlled by G.U.S.

Preston Golf Made £200

THE annual golf tournament held by the Preston, Blackburn & District Area of the F.T.B.A. at Lytham St. Annes realised £200.

The committee wish to thank all those whose co-operation made such a splendid result possible.

N.A.R.F. National Council Report

Makers Should Not Compete With Retailers On Contracts

Henry J. Sutcliffe On Trading Code

THE Code of Trading Practice and policy with regard to municipal trading were dealt with in the report of the Executive Committee of the National Association of Retail Furnishers which was presented to a meeting of the National Council on Wednesday by Mr. Henry J. Sutcliffe. The report said:—

"The revised Code of Trading Practice is now being printed for circulation to all concerned. Some members still protest against the provisions of the new Clause 14, and the whole question of contract work undertaken direct by manufacturers gives rise to considerable apprehensions by retailers.

"Your Committee reiterate that in the Confederation negotiations they obtained the best possible arrangement, which is an improvement on the position as it was under the old Code in regard to hotels and boarding houses.

"It is, however, suggested that manufacturers should, in order to retain the goodwill of their retail-customers, either refrain from tendering in competition with retailers or alternatively submit tenders subject to supply through a nominated retailer.

Municipal Trading

"In the light of the extended powers granted to local authorities by the Housing Act, 1949, your Committee has kept under close review the possible extension of municipal trading in furniture. There have been comparatively few recent instances of local authorities seeking to use these powers, and some who have given it consideration have not proceeded further.

"The Confederation has set up a Committee on which the N.A.R.F. is represented to make proposals as to how this problem can best be handled.

"It is hoped to submit a scheme which will demonstrate to local authorities desiring to use these powers that the most suitable channel is the retail furnisher.

Visits To Factories

"Arrangements have now been made between N.A.R.F. and the B.F.M. as a result of which certain furniture manufacturers have agreed to provide facilities for parties of retail salesmen to visit their factories. Area committees, local groups and individual members are urged to take advantage of these facilities to enable salesmen to acquire first-hand acquaintance with production conditions, and it is expected that these facilities will be extended as more manufacturers indicate their willingness to accept visits at their factories.

"In connection with the retail share towards the expenditure of the Confederation, this has been agreed at 22½ per cent, which will be split up between the three retail organisations represented on the Confederation."

Wages Protest

"Proposals have been issued by the Wages Council (R.F.A.5) making wage provisions for clerks and van drivers. Whilst no objection has been taken in regard to clerks, the Association has protested against the proposal to remunerate van drivers aged 21 years at minimum rates which are not reached by shop assistants till age 24 years, and members have been enjoined to make similar protests. The Minister of Labour has recently made an Order giving effect to these proposals.

"Your Committee has also made representations to the Wages Council that special provision should be made for late entrants to be remunerated at less than the minimum, in cases where they are provided with special training facilities."

Mr. Henry J. Sutcliffe.

Settlement Discount Should Be Kept By Retailers

E. M. Rowlands Reports On Merchandising

THE Utility furniture margin, settlement discounts and price-cutting were some of the subjects dealt with in the report of the Merchandise Committee of the National Association of Retail Furnishers, which was submitted to a meeting of the National Council on Wednesday by Mr. E. M. Rowlands, chairman of the committee.

THE report began by saying that the committee had given constant attention to the question of the Utility furniture margin with particular reference to the present levels of turnover and operating expenses. Official statistics of retail trade revealed a steady increase of turnover in furniture and furnishings by all types of traders compared with last year. The danger to retailers would assert itself when this trend stopped and the matter would be carefully watched with this in mind.

Since the last meeting of the Council the subject of settlement discounts on Utility furniture had been ventilated in the trade press following a complaint by the president of the B.F.M. about the long credit terms now being taken by retailers.

The committee therefore resolved that this vexed question should be taken up with the Confederation.

At its meeting last week the case for the retention by retailers of any settlement discount offered by manufacturers was convincingly presented by N.A.R.F.'s representatives.

The representatives of the manufacturers were much more sympathetic to this proposal than they had been in the past, and it was hoped that when manufacturers' prices were again under

(*continued on page* 40)

Viewpoint

THE Credit Bureau scheme for London furniture manufacturers, reported in this issue, is sound and practical. With the full co-operation of L.F.M. members it should provide an invaluable service—one that has been very badly needed and one that can most suitably and most efficiently be organised by an association of the L.F.M.'s calibre.

Briefly, the Bureau is planned to provide a continuous flow of up-to-date credit information for manufacturers opening new retail accounts. The general and financial status of a firm will be checked with the extensive files of a professional trade protection association, and there will also be a continual exchange of ledger information between member-firms. For this purpose the closest co-operation of all manufacturers will be needed.

The Bureau will, in this way, safeguard the interests of all members—even to the extent of calling creditors together in the unfortunate circumstance of an insolvency case, for the purpose of taking united action in the matter and even appointing a liquidator.

★★ *We understand that the L.F.M. has no wish to build a fence round this scheme. It is the association's wish, rather, that the Credit Bureau should eventually become a nation-wide service, linking-up manufacturers' associations in all parts of the country with, it is envisaged, the co-operation of the parent body, the B.F.M.*

We can see nothing but good emerging from such an extension of the original plan, for a national Credit Service capable of providing up-to-the-minute information on the status of potential customers throughout the country would be a common safeguard that would save many mishaps in the financial field.

It would, of course, need the wholehearted support and co-operation of every federated furniture manufacturer, and we do not think that this would be withheld when the advantages of the scheme were fully realised.

BAD PUBLICITY

WE have received this week a copy of a circular issued by a multiple firm of furnishers. It consists of a duplicated letter (enclosed in an envelope addressed to *Mr.* Blank but starting *Dear Madam*) informing the recipient that the firm's Goodwill Representative would be at the local branch during the following two weeks. It also outlines an offer, described as "absolutely genuine, although unbelievable," which consists of no deposit on specially reduced terms.

The circular proceeds to promise the refund of fares if the customer lives out of town and, in a postscript, offers the recipient a commission of 6d. in the £ for the introduction of friends or relatives who require furniture.

★★ *Here we see a return to pre-war "merchandising" practices and publicity methods which can do little to raise the status of the furnishing trade in the eyes of the public. The craft of home furnishing is translated into the buying of goods on "special terms" and with "unbelievable" offers.*

This type of publicity may, indeed, appeal to a certain type of customer. But the letter was circulated among householders in some of the best residential districts and suburbs of a Northern city—just the very type of people to whom such a communication would *not* appeal and who, in three instances at least, considered the payment of fares and an introduction commission on friends' orders to be an insult.

★★ We can only say that we consider such advertising to be misguided and ill-planned, involving a considerable waste of money and bringing no goodwill to the furnishing trade. It is sincerely to be hoped that this is not a technique that will be widely adopted.

Readers' Viewpoint

Recovering Tax on Sales to Visitors

The Editor,
"Furnishing World."

SIR,—With regard to the article on page 44 of *Furnishing World* dated September 22, under the heading "How does trader recover tax on sales to visitors?" If this relates to what is known as the Personal Export Scheme, the full details of which appeared in the Board of Trade Journal on July 15, 1950, a copy of form No. PX/150, would be supplied by the B.o.T. on request.

Yours, etc.,
WM. GRAY,
Director and Secretary,
Bradleys (Chester), Ltd.

Traditional Design Show in Sheffield

JOHN WALSH, LTD., the Sheffield furnishers, held an exhibition of fine furniture, carpets and furnishings, of traditional designs, at the Grand Hotel, Sheffield, last week.

Mr. C. Southall, manager of the furnishing section, who organised the display, told a *World* reporter that the exhibits had been chosen exclusively for their beauty of design and unique craftsmanship to show the public that first-class designs and furniture made by craftsmen were available in Sheffield.

Mr. Southall said that, in his opinion, too many Sheffield people were under the impression that because a large part of the shopping centre was destroyed in the war, they had to go to Leeds or Manchester to buy first-class goods.

The exhibition was held at the Grand Hotel, he said, because store space was limited since the loss of the firm's large shop in High Street, in the blitz.

An added attraction at the exhibition was a demonstration of carpet weaving by Miss C. Dickinson, a weaver from the Royal Wilton carpet factory. Many carpets on view were of historical interest.

personally speaking...

NEWS OF MEN YOU KNOW

I AM glad to say that **E. Canton,** Lintafelt representative for South Wales, Bristol and West Midlands areas, is now recovering from his recent operation. He asks me to convey his thanks to all his friends for their sympathy and kind messages during his illness. He is looking forward to thanking them in person before very long.

☆ ☆

A LEADING Kidderminster carpet manufacturer, **Charles S. Anton,** is to be the guest speaker at a luncheon meeting of the Wholesale Flooring Distributors' Association (North-Western branch) on Monday, October 16, at the Grand Hotel, Aytoun Street, Manchester. Mr. Anton is joint managing director of the Victoria Carpet Co., Ltd., Kidderminster, and deputy chairman of the Federation of British Carpet Manufacturers.

☆ ☆

EVERY one of my readers knows of the firm of Beresford & Hicks. They also know that **Jack Beresford** is one of the most famous figures in the world of rowing. What is not generally known is that all the male members of the Beresford family are accomplished watermen. Last week they went for a row at Henley-on-Thames where my picture was taken. It shows the three generations of Beresfords, and they are from left to right: **J. Beresford, Senr.,** age 82 years; **Jack Beresford,** age 51; **Eric Beresford,** age 45; and **Michael Beresford,** age 16 (son of Eric Beresford); and in front is **John Beresford,** age 4 years (son of Jack Beresford).

☆ ☆

WORD has been received that **F. Saxby** has been appointed head of the carpet department at Plymouth Co-operative Society's main store. He succeeds T. King, whose coming retirement I mentioned earlier this month.

☆ ☆

BUYER for James Howell & Co.'s newly-opened linen hall at Cardiff is **E. H. Stackwood.**

☆ ☆

IT is with regret that I pass on the news that ill-health has forced **Joseph Ford** to resign from the firm of Bernard Wardle & Co., Ltd., Chinley, Derby. He was a director and secretary. **Cyrus Webb** has been appointed secretary.

☆ ☆

MY roving reporter tells me that **P. J. Gannon,** proprietor of a furnishing fabrics stall at St. John's Market, Liverpool, has won this year's first prize of five guineas offered by Liverpool Market Committee for the most attractively displayed stall.

The Beresford rowing family. See story in column 1.

A Smile with Betts

"By the way, I don't smoke. Any reduction without the ash tray?"

LAST week I was the first to report that **William Rhodes,** president of the National Bedding Federation, had visited Northern Ireland to attend meetings and to meet members of the Ulster Bedding Manufacturers' Association. This week, I have another "beat," for I am the first to tell you that Mr. Rhodes did not visit Northern Ireland after all. His visit has been postponed until the end of October!

☆ ☆

I HEAR that **F. Saxby,** manager of the furnishing branch at Launceston of the Plymouth Co-operative Society, has been appointed head of the carpet section in the furnishing department of the Society's Central Emporium at Plymouth.

☆ ☆

FROM the John Lewis Partnership comes news that **J. Hall** has been appointed manager of the furnishing fabrics and cushion departments of Bon Marché. Mr. Hall was previously section manager for the furnishing fabric departments of G. H. Lee. Also, **Mrs. P. Spokes** has been made manager of the nursery furnishings department of Caleys.

Nomad

Repeal of Act Will Mean Closer Scrutiny of H.P. Accounts

Furnishers' Merchandising Problems Reviewed

(from page 37)

revision by the Board of Trade opportunity would be taken to make provision for a settlement discount in their costings.

The revival of manufacturers' showroom services continued. Representations had been made in accordance with Council's decision, that such services should be confined to retailers who were known to carry an adequate and representative stock of furniture, and satisfactory assurances had been received in those cases which had been brought to the committee's attention.

The committee had had brought to its notice from time to time instances of retailers selling Utility furniture at below cost price. Whilst having no desire to stifle legitimate and fair competition, it had represented to the retailers concerned that if this practice was persisted in as a regular policy on current lines, the present meagre margin might well be placed in jeopardy.

A Restriction Relaxed

Following representations made by the Association the committee reported that the Board of Trade have informed them that the restriction on the supplies of Utility cotton upholstery cloth, hitherto confined to manufacturers, would shortly be relaxed, and would thus become available for an indefinite period, for sale over the counter and for re-covering. The actual date upon which this would take effect was still awaited. Specification No. 110, wool moquette, was still under consideration.

The Attorney General had announced during June in Parliament that the Courts (Emergency Powers) Act, 1943 (which required the leave of the Court to be obtained for execution of judgment debts and the exercise of such remedies as distraint, recovery of possession, etc.), had outlived its usefulness.

Accordingly, the Government had given notice of their intention to bring the Act to an end and it was understood that this would take effect from September, although this had not finally been settled.

The effect of the repeal of this Act would be to restore the pre-1939 position in that a landlord would have the right to distrain on goods held on hire purchase by a tenant who was in arrears with rent, without having to obtain leave of the Court.

This would increase the need for careful scrutiny of the financial standing of customers wishing to enter into hire purchase agreements. Protests had been received from one or two members against the repeal of this Act, but the committee was of the opinion that there was no ground for the Association to oppose the abolition of this war-time control, now rendered unnecessary.

Evidence had come to hand that certain so-called buying clubs, and particularly civil service trade unions, were approaching retailers to grant preferential discount terms to their members on the unsupported claim that their volume of business would be increased.

Representations had been made direct to the organisations concerned calling their attention to the provision in the Code of Trading Practice which condemned this form of unfair trading, and urging them to desist.

Mr. E. M. Rowlands.

How Much Capital Needed for H.P?

Answer: £2,500 for Each £100 Weekly Turnover

THE Hire Purchase Trade Association is constantly being asked by retailers what finance is required successfully to operate a hire-purchase business.

Usually the question is: "Where can I get some finance?" And as traders — especially small traders — know only too well nowadays, the answer to this problem is no easy one, and although the H.P.T.A. do their best to put members in touch with a finance house member who may be able to assist them, the trader may be unsuccessful, or may feel that he would rather carry on his own finance.

The question then arises: "How much shall I need?" and plainly there is no stock answer to this since obviously there are so many varying factors to be considered.

Recently, however, Mr. D. W. Edwards, the secretary of N.A.R.F., has calculated the amount of finance required to cover a trader in a standard series of transactions in furniture.

The conditions envisaged for the production of these figures were:—

A steady H.P. turnover of exactly £100 (retail cash price) per week, cost price to trader £75, deposit in all cases 12½ per cent; all agreements to run two years and to be charged at a service charge of 20 per cent.

Given these figures it can be shown that the accumulated capital expenditure will reach a figure of very nearly £2,000. This position occurring in the 63 week, thereafter receipts exceed payments and the amount of finance required diminishes.

This, of course, takes no note of increased deposits or decreased periods of time (leading to rebates in service charge) nor does it consider expenses (stamp duties, status enquiries, agreements, etc.) attributable to hire-purchase trading nor, of course, does it consider the possibility of bad debts.

Taking all these points into account it seems probable that the trader who wishes to carry his own H.P. finance can estimate that he will require approximately say £2,500 (to be on the safe side) for each £100 of H.P. turnover a week.

Furniture Shows for Festival?

THE possibility of arranging furniture exhibitions at High Wycombe factories as part of the town's contribution to the Festival of Britain next year is being considered by High Wycombe Town Council.

It has been suggested that manufacturers should be asked to stage special displays of their own and to open factories to the public.

An extension of their Ipswich soft furnishings store has been opened at 50, Westgate Street by The Belfast Linens Warehouse Co., Ltd.

Parker-Knoll to Open Fabric Showrooms

NEW facilities for the display and merchandising of fabrics and textiles for the furniture industry will be provided by the establishment of showrooms and warehouses at Frogmoor, High Wycombe, by Parker-Knoll Textiles, Ltd., newly-formed Parker-Knoll subsidiary company.

PREMISES formerly occupied on lease by another High Wycombe furniture firm in Frogmoor, near the present Parker-Knoll factory at Temple End, are now being converted to provide about 8,000 feet of floor space for Parker-Knoll Textiles. It is hoped that the work of conversion will be completed early next year to enable the firm to carry out their ambitious plans.

This development is only one part of important extensions and improvements being carried out by the Parker-Knoll organisation in High Wycombe.

Plans have been approved for extensions to the main factory at Temple End. Part of the existing factory is being converted to provide kitchen and canteen facilities.

Improvements are also being carried out at the firm's premises in Bellfield Road, at the rear of the Temple End factory.

Construction of an ultra modern new kiln will enable the firm to develop their drying facilities. Garage accommodation is also being extended.

Oetzmann Publish Booklet for Festival

A BOOKLET of 72 pages, plus four-page cover, is being produced by Oetzmann & Co., Ltd., the Tottenham Court Road furnishers, to coincide with the Festival of Britain.

The publication is entitled "This London" and will have, as the title suggests, the great and historic city of London as its theme, with the emphasis on the furniture and other furnishings included in its important buildings and museums. The editorial matter will be of some 42 pages and will be profusely illustrated.

The idea of publishing this book originated from a similar guide that has recently come to light and that was published by the company in 1892.

A new nursery furnishing shop has been opened at Central Parade, Green Street, Waltham Abbey, by Enfield Highway Co-operative Society, Ltd.

Twin Sisters Win Fabric Design Prizes

Mr. G. B. Drayson, director of Hill Brown, Ltd., hands cheques to the twin sister, Barbara and Gillian Batt, whose work was entered and judged separately and who both achieved identical results.

PRIZES for a furnishing fabric design competition run by Hill Brown, Ltd., Conduit Street, London, W.1, were presented last week.

The judges were unanimous in declaring that the standard of work submitted was very high. Much of it was very competently executed and some of it was quite outstanding. In general, however, there was need for students to give more attention to the practical application of furnishing fabric design to the limitations of mechanical reproduction.

One interesting point about the judging was that two of the designs, although different, were found to be of exactly equal merit and the judges decided that they both deserved a prize of £5.

When the names were looked up it was found that these two designs were the work of twin sisters, Gillian and Barbara Batt of the Brighton College of Arts and Crafts. None of the judges had any idea of the identity of the creators of the designs until after the judging was completed.

Story's Start "U" Unit Furniture

STORY'S OF KENSINGTON have now brought out a complete range of unit furniture in the Utility range. The furniture is for bedroom, dining-room and lounge. Woods used are Australian blackbean and English cherrywood.

At the moment the furniture will not be available to other retailers, but Storys hope to be able to designate certain firms to sell this furniture later on.

Vi-Spring Chief Retires

MR. A. E. HALES, joint managing director of Vi-Spring Products, Ltd., is giving up his position on Saturday and is retiring from the Board because of ill-health.

Mr. J. T. Newborn will act as sole managing director with two executive directors, Mr. F. W. Grayland and Mr. G. S. Charlesworth.

Mr. W. S. Billingham will act as secretary of the company from Monday.

Slumberland To Have "Quality Fortnight"

THE CROWN BEDDING CO., LTD., will hold a Slumberland National Quality Fortnight during October. This fortnight will be the first step in a new selling drive.

This Quality Fortnight was discussed at a recent sales conference in London.

Mr. D. V. Bliss, London sales director, detailed the broad plans of the Slumberland Fortnight to the entire sales staff and said that it was hoped that at least two thousand retailers would co-operate in the scheme, and that every effort would be made to supply all these retailers with sales aids, and to execute their orders as promptly as possible.

The Social Club of Alstons (Long Melford), Ltd., Ipswich, organised an outing to London recently. Two coach-loads of staff and employees had a most enjoyable time.

New Pay Rates for Furnishers' Clerical and Transport Staffs

THE Retail Furnishing and Allied Trades Wages Council (Great Britain) Wages Regulation Order (S.I. 1489/50)—R.F.A. (6) has now been made and comes into effect on Monday, applying to wages payable for any pay week on or after that date.

Exhibition of Notices. Notice R.F.A. (6) has been sent to all employers affected recorded by the Minister of Labour. Any furnishing member who has not received a copy should apply to the Secretary, Retail Furnishing and Allied Trades Wages Council, Ebury Bridge House, Ebury Bridge Road, London, S.W.1. This notice must be exhibited in a prominent place where employees affected can read it.

The form of the Order. The new Order provides a complete new Schedule superseding R.F.A. (3) which is revoked. The new amendments are indicated in italic type.

Clerks. It is now laid down as a statutory requirement that the minimum remuneration of Clerks should be related to the scale for shop assistants. Clerks are divided into Grade I and Grade II, although the distinction only acquires a practical significance at the age of 25 years and over.

Grade I clerks are defined as "wholly or mainly engaged on clerical work which includes responsibility for maintaining ledgers or wages books or for preparing financial accounts of the undertaking or of a branch or department thereof."

Grade II clerks are defined as "a worker other than a Clerk Grade I, engaged wholly or mainly on clerical work."

Both for Clerks Grade I and Grade II the wage scale is now identical with that of shop assistants up to and including age 24 years and over. For Clerks Grade I of 25 years and over there is a special minimum rate which provides an additional increment of 6s. per week for men, and 4s. 6d. for women above the rate for 24 years and over in all areas.

The additions to the present wage scale therefore read as follows:—

Clerks Grade I aged 25 years

London			
Male		Female	
110/-		81/6	
Provincial A		Provincial B	
Male	Female	Male	Female
106/-	77/-	99/6	70/-

Transport workers. The new wage rates cover van drivers only. Van porters or mates continue to be subject to the present rates for "all other workers." It should also be noted that the rates for transport workers apply only to *male workers* engaged wholly or mainly in van driving. An employee who normally works for less than half his weekly hours on van driving and spends the majority of his working time on other duties, will be subject to the rates fixed for that other work.

Clauses of general application to Clerks and Transport workers. No special hours, overtime provision and holidays with pay are proposed for clerks and transport workers, and therefore they will be subject to the same rules in this regard, including the guaranteed weekly remuneration clause, as are already fixed for other shop workers.

Transport Workers' Rates

Weekly remuneration rates are based on age and type of vehicle as follows:—

Age and type of vehicle	London per week s. d.	Provinces A per week s. d.	Provinces B per week s. d.
Motor van of 1 ton or less and one-horse drawn vehicle			
21 and over	104 0	100 0	93 6
20	82 0	80 0	76 0
19	74 0	72 0	68 0
18	66 0	64 0	60 0
17 and under	58 0	56 0	52 0
All ages			
Motor van			
Over 1 and up to 2 tons and two-horse drawn vehicles	108 0	104 0	98 0
Motor van			
Over 1 and up to 5 tons ...	112 0	108 0	102 0
Motor van over 5 tons	116 0	112 0	106 0

The above rates apply irrespective of whether the vehicle is operated under an "A," "B" or "C" licence.

New G.U.S. Factory at N. Shields

THE New Tyne Furniture Works at West Chirton, North Shields, were formally opened by Lord Allendale who was accompanied by Mr. Isaac Wolfson, chairman of the company.

AT a luncheon which followed the opening, Mr. Wolfson announced that several thousand persons would eventually be employed at the factory.

Proposing the toast to the company, Lord Allendale said that he had been very impressed with all that he had seen. The general layout, efficiency and conditions of the workers were of a very high standard.

Mr. Wolfson said that the decision to establish the factory at West Chirton was a result of discussions he had had with Sir Stafford Cripps in 1945 when he was President of the Board of Trade.

It was largely due to Sir Stafford's persuasion that he agreed to transfer to Tyneside his furniture manufacturing activities, carried on before the war by his companies at Wembley and Manchester, as a contribution towards the efforts of the Mayor and Corporation of Tynemouth to provide employment.

"The factory has now been completed and is gradually working up to full production," he continued. "Already we employ over 600 workpeople and it is expected that eventually several thousand persons will be employed in these works.

"The main building together with the adjoining ancillary ex-Ministry of Supply buildings cover a site of about 20 acres. I think that the factory can be safely claimed to be one of the largest single furniture manufacturing units in Europe."

Mr. Wolfson went on to say that one of the objects for which the factory was opened was for their whole manufacturing programme to be devoted to the large-scale production of furniture required by those in the lower income groups.

They were confident that by the high degree of mechanisation and organisation adopted throughout the Tyne Furniture Works the furniture produced would be sold at prices which on quality and value would set new standards throughout the whole furniture trade.

HARDWOODS, FURNITURE FROM WEST GERMANY

CONCESSIONS relaxing the arrangements for the import of hardwoods and of furniture from the "permitted" list of countries are to be extended to cover such imports from Western Germany.

Holders of open Individual Licences under these schemes who desire their licences to be extended to cover imports of hardwood or furniture from Western Germany should return their licences to the Import Licensing Branch of the Board of Trade for amendment.

West Upholsterers To Repeat Collective Advertisement

AT a meeting of the West of England branch of the Master Upholsterers' Association on Monday, chairman Kift said that nomination forms for the election of officers would be issued to all members through the post in the very near future.

The combined advertisement by Bristol members was commented upon and there was a strong feeling that it should be repeated—if possible once a month. It was pointed out that sufficient support to continued advertising would have to be guaranteed, in view of the cost involved.

Mr. Kift gave details of the collective insurance proposals of the National Council, which he said, would, for the benefit of members not present, be published in the November bulletin.

The possibility of members obtaining Government contracts was discussed. Mr. Kift advised that these be taken and, where permissible, that they should sub-contract part of the work to other firms in the Association.

On the suggestion of Mr. E. Winters the committee will arrange talks on various subjects during the coming season. The subjects will probably include cost accounting, effects of worms and moths, and similar matters of importance.

Hull Dance for F.T.B.A.

THE Hull & District branch of the F.T.B.A. will hold their annual dance at the Beverley Road Baths, Hull, on Wednesday, November 22. Many prizes are to be won. Tickets 5s. each from any furnisher or from the secretary, 5, Staveley Road, Hull.

Exhibition of Fine Furniture Celebrates "Berick" Birthday

TO celebrate their sixtieth birthday, Beresford & Hicks, the well-known furniture manufacturers of Curtain Road, have organised a special exhibition of fine furniture. It opened on Monday and will continue until October 6, from 9.30 a.m. to 5 p.m.

This is more than a special display of furniture. It is, in fact, a well-planned exhibition. The showrooms (and even the directors' offices) have been completely transformed into a series of rooms and bays in such a way that a really attractive setting is provided for the exquisite furniture that is shown.

There are reproduction bedroom and dining-room suites, many of them in Restoration, Queen Anne, and William and Mary styles, a feature of which is the really beautiful antique finish of the walnut veneers on mahogany cores.

This exhibition shows undoubtedly some of the finest furniture that is being produced in the country today. It includes a replica of an upholstered suite made for H.M. the King, and on the walls are letters received from members of the Royal Household in appreciation of furniture made by Beresford & Hicks.

One of the features of the display is a large number of fine cocktail cabinets in walnut, some on beautifully carved silver-gilt bases, and all having patented revolving doors which disappear inside the cabinet when opened.

Incidentally, the firm has introduced a new key for the locks of most of its cabinet work. This key incorporates the firm's trade mark and the words "Berick furniture." There is also a medallion inside each piece which carries the same device.

Within the Utility range Beresford & Hicks are showing for the first time a new television upholstered set for real comfort in TV viewing. There are corner chairs and centre pieces which are "elastic" and can be grouped in a number of different ways. There are also specially designed small tables to fit between the different units of the set.

Annual Meeting of W.M.A.

THE annual general meeting of the Working Masters' Association will be held at the Palmerston Restaurant, Bishopsgate, London, E.C.2, on Monday, November 27, at 4 p.m.

It Was at an Air Force Display

During the Battle of Britain week, the annual exhibition and trade fair held by the Royal Air Force Association in conjunction with the Sidcup and Chislehurst Chamber of Commerce was opened by Air Marshal Sir Basil Embry, K.B.E., C.B., D.S.O., D.F.C., A.F.C., Air Officer Commander-in-Chief, Fighter Command, Royal Air Force. The picture shows the stand of J. H. Easden, designer and maker of period and modern furniture, Chislehurst. Mr. Easden is chairman of the Bromley, Kent, group of N.A.R.F. and a member of the National Council.

CITY NEWS • CITY NEWS • CITY NEWS • CITY NEWS • CITY N

Hide's Profit is £82,030

THE consolidated profit and loss account for **Hide & Co., Ltd.**, shows that the group trading profit is *£82,209*, compared with *£72,590* in the previous year, and that the net profit of the group, after providing for all taxation and expenses, is *£35,339*, compared with *£32,229*.

The fixed dividend on the Preference share capital having been paid, the directors have recommended a dividend of 60 per cent, less tax, on the Ordinary share capital for the trading year ended February 10, 1950.

The chairman, Mr. Leonard Jackson, says that the consolidated balance sheet again discloses that the progress in building up a very strong position in the reserves of their company had been fully maintained. Trading in the current period continued to show satisfactory progress, and was in excess of that for the similar period of last year.

F. Austin (Leyton) Has £85,000 Trading Profit

TRADING profit to June 30 for **F. Austin (Leyton)** is £85,070 (£91,814), plus investment income £30 (£63) and profit on plant and machinery, etc., sales nil (£154), making £85,100 (£92,031).

To tax £34,000 (£38,650), general reserve £5,000 (same), Preference dividend £3,025 (£816), final dividend on Ordinary 25 per cent, making 40 per cent, £15,840 (all same), Preference redemption £2,000 (same), forward £28,975 (£27,218). Current assets £165,155 (£217,170), including cash £1,833 (£41,602), current liabilities and provisions £136,520 (£147,200).

The chairman, Mr. F. Austin, says that the small decrease in the net profit is due to increased production costs which they are unable to pass on to the consumer.

Beautility: £164,000 Net

NET profit of **Beautility Furniture** on trading to March 31, after depreciation, directors' emoluments and auditors' remuneration, is £164,643 against £147,278 for the previous year.

To profits tax £25,782 (£22,000), income tax £54,201 (£58,810), general reserve £25,000 (same), pensions £10,000 (same), special income tax reserve £10,000 (nil), final dividend 25 per cent, making 40 per cent (same), forward £61,161 (£49,001).

Wright Bros. (Richmond): £15,000 Net

A NET profit for the year ended February 10, 1950, of £15,593, compared with £19,059 in the previous year has been announced by **Wright Brothers (Richmond)**. After providing for taxation and having paid the dividend on the 7½ per cent Cumulative Preference shares, there remains £8,762 available for distribution.

A dividend for the year of 7½ per cent, amounting to £3,553, was recommended, and the balance of £5,209, compared with £3,681 for the previous year, will be carried forward to the next account.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

Johnson, A. (male), 86, Palmerston Road, E.17, cabinet manufacturer. £25 7s. 9d. August 11.

Witt, F. G. (male) (trading as **Neway Rug Co.**), 976, London Road, Alvaston, Derby. £11 3s. 6d. August 22.

Furby, J. (male), Marlborough Road, Woking, furniture manufacturer. £14 6s. 9d. August 10.

Swanage Furnishing Co., Ltd., R/O: 13, High Street, Swanage. £16 19s. 10d. August 18.

Reed, Thomas & Moore, Ltd., 170, Trafalgar Road, Greenwich, S.E.10, furniture dealers. £29 5s. August 23.

"Nova Bedding Co.," 272, Uxbridge Road, Shepherd's Bush. £55 5s. 5d. August 16.

Central Rug Co. (a firm), 128, Carlton Hill, Nottingham. £10 3s. 10d. August 3.

Carter, Basil J., 116, Pretoria Avenue, Walthamstow, E.17, cabinet maker. £66 5s. 3d. August 16.

DISSOLUTIONS OF PARTNERSHIP

Ernest Godfrey **Lockyer** and Joseph Frank **Rhodes,** trading as **"E. Lockyer and F. Rhodes,"** furniture repairers and upholsterers, Mere, Wilts. July 22, 1950. All debts by Joseph Frank Rhodes who will continue under the style of "F. Rhodes."

John **Wilmot** and Alfred **Trussler,** trading as **"Wilmot & Trussler,"** upholsterers, 89, Moscow Road, Bayswater, London. July 31, 1950. All debts by John Wilmot who will continue.

Benjamin **Sharp** and George Stanley **Abbs,** trading as **"Sharp & Abbs,"** 12, Southgate, Bradford, upholsterers. August 8, 1950, so far as concerns Benjamin Sharp, who retires.

RECEIVERSHIPS (Appointment or Release)

H. Goodman & Co., Ltd., upholsterers and furniture manufacturers, etc., 42, Tyne Street, Lenton, Nottingham.—Leslie J. Mitchell, 7-11, Milton Street, Nottingham, ceased to act as Receiver on July 29, 1950.

INCREASES OF CAPITAL

E. Kahn & Co., Ltd., manufacturers of and dealers in furniture, reproductions and antiques, etc., 105, Grainger Street, Newcastle-on-Tyne.—Increased by £49,000, in £1 Ordinary shares, beyond the registered capital of £1,000. Parts of the above increase is for the purpose of acquiring the issued shares of Neo-Mode Furniture, Ltd., and Brown's Furniture Factories (Newcastle-on-Tyne), Ltd.

Peacock & Son, Ltd., drapers, furnishing warehousemen, etc., 119, Headrow, Leeds.—Increased by £30,000 in 26,000 third preference and 4,000 ordinary shares of £1, beyond the registered capital of £9,007.

George M. Brown, Ltd., cabinet makers, etc., 108, Grainger Street, Newcastle-on-Tyne.—Increased by £37,000, in £1 ordinary shares, beyond the registered capital of £63,000.

Hill's Stores, drapers, furniture dealers, etc., 148/150, High Street, Ryde, I.o.W.—Increased by £3,000, in £1 preference shares, beyond the registered capital £7,000.

Resteasy (Teignmouth) Manufacturing Co., Ltd., bedding and mattress manufacturers, etc., 16, Bitton Street, Teignmouth, Devon.—Increased by £1,000, in £1 Ordinary shares, beyond the registered capital of £2,000.

J. Couper & Sons, Ltd., french polishers and cabinet makers, etc., 1, Rutland Street, Brompton Road, S.W.7.—Increased by £500, in £1 Ordinary shares, beyond the registered capital of £500.

Fair-Way Upholstery and Bedding Co., Ltd., 4, Gilpins Yard, Cromwell Street, Leeds, 9.—Increased by £4,900, in £1 Ordinary shares, beyond the registered capital of £100.

CHANGE OF NAME

W. Hibbert & Co. (Victoria), Ltd., manufacturers of and dealers in leather, oilcloths, linoleum, etc., 11, Rathbone Place, W.1.—Name changed to J. L. Lake (Furnishings), Ltd., on May 5, 1950.

Stockroom Dates: Guide to the New-Furniture Shows

ALEXANDER LIGHTMAN, LTD. October 2 to 6, at 53, 55, 55a, Boar Lane, and Apex House, Gascoigne Street, **Leeds.** Showing new range of china cabinets, bureaux, and so on. Wm. Seward and others in attendance. Also, same dates, showing Sobell Radio and Television at Grosvenor Hotel, **Manchester.** Wm. Seward and others in attendance.

* * *

A.V.P. GROUP SOUTH WALES COMPANIES (Amatacraft, Ltd., Durbestos [Woodworkers]), Ltd., P. Bendell, Ltd., South Wales Metalcraft, Ltd., Welsh Furniture Industries, Ltd.). Stockroom advertised for October 2 to 6, at Queen's Hotel, **Manchester,** is **cancelled.** Group will open showrooms, stockrooms and offices in N. Ireland and exhibition will be held from October 9 to 13 at Eglington Hotel, **Belfast.** C. Sampson, general manager, in attendance.

* * *

B. & I. NATHAN, LTD. October 2 to 6, at Grosvenor Hotel, **Manchester.** Showing dining-room sets.

* * *

CHRISTIE-TYLER, LTD. October 2 to 6, at Victoria Station Hotel, **Nottingham.** Stanley Roe in attendance.

* * *

D. M. DAVIES of Slough and Sheer Metalcraft, Ltd. October 2 to 6, at Grand Hotel, Charing Cross, **Glasgow.** E. Jaye, joint sales manager, and L. Gould in attendance. Also, October 9 to 12, at Cockburn Hotel, **Edinburgh.** S. W. C. Taylor, joint sales manager, and L. Gould in attendance.

* * *

D. M. GILBERT & CO. October 2 to 6, at 57-59, Charles Street, **Cardiff.** Showing imported walnut bedroom suites with shaped fronts, dining-room and upholstered furniture. W. Crystal in attendance.

* * *

ENFIELD FURNITURE MANUFACTURING CO., LTD. October 2 to 6, at Stork Hotel, **Liverpool.** N. L. Williams in attendance.

* * *

EXELOAK, LTD. October 2 to 6, at Grosvenor Hotel, **Manchester.** Showing dining-room furniture. D. Bobroff and L. Kay in attendance. Also, October 9 to 13, at Grand Hotel, **Birmingham.** Also, now until October 6, at showrooms of Lincoln's of Bristol, Temple Way, **Bristol.**

* * *

G. & F. FURNITURE PRODUCTS, LTD. Now until November 1, at 38, The Avenue, **London, N W.6.** Tel.: Willesden 3088. Showing half-round commode in period style, cocktail and wine cabinets, dining sets and display cabinets. Frank Sklan in attendance. Stockroom closed on October 3 and 4.

* * *

GEORGE CLARK (BRISTOL), LTD. October 9 to 12, at Royal Hotel, Woburn Place, **London, W.C.1.** Showing "Guarant" chairs and settees. L. A. Brown and F. G. Clark in attendance.

* * *

GEORGE HENSHER, LTD. October 2 to 6, at Grosvenor Hotel, **Manchester.** Showing "Zenith" upholstery. Bill Seward in attendance.

* * *

HARRIS LEBUS, LTD. From October 2 to 7, at:—

Bristol. Royal Hotel, College Green, Bristol. Tel.: 23591. Monday-Thursday, 9 a.m.-8 p.m.; Friday, 9 a.m.-4 p.m.

Hull. Royal Station Hotel, Paragon Square. Tel.: 15009. Monday-Friday, 9 a.m.-8 p.m.

Newcastle. Royal Turk's Head Hotel, Grey Street. Tel.: 27051. Monday-Thursday, 9 a.m.-8 p.m.; Friday, 9 a.m.-4 p.m.

Leeds. The Large Hall, Leeds Church Institute, 5, Albion Place, Leeds. Tel.: Leeds 23289. Monday-Thursday, 9 a.m.-8 p.m.; Friday, 9 a.m.-4 p.m.

* * *

H. HERMANN, LTD. October 9 to 13, at Royal Hotel, **Cardiff.** Showing bedroom furniture. H. Ashton in attendance.

* * *

JARMAN & PLATT, LTD. October 9 to 13, at Grand Hotel, Charing Cross, **Glasgow.** Showing carved oak dining sets. William H. Prince in attendance.

* * *

J. H. HUNT & CO. (HIGH WYCOMBE), LTD., and Ellis Productions (High Wycombe), Ltd. October 9 to 13, at Church Institute, Albion Place, **Leeds.** Showing firesides, easy chairs and three-piece suites and modern and reproduction dining-room furniture. R. Gunson in attendance.

* * *

JOINT furniture display by B. Levine & Sons, Ltd. (dining sets); L. Serlin & Sons, Ltd. (china cabinets, secretaires and occasional furniture); C. G. Lovegrove & Co., Ltd. (firesides, wing and occasional chairs, upholstery); T. W. Mealing & Son, Ltd. (dining chairs, hammock chairs and dresser sets); Woodland Furniture, Ltd. (bedroom suites); Stanley Wood, Ltd. (reproductions); Arthur Productions, Ltd. (kitchen cabinets). Clark's Mattresses, Ltd. (interiors, divan bases, bedding); Fortress Woodcraft, Ltd. (folding card tables, nest tables). October 9 to 13, at Royal Station Hotel, Paragon Square, **Hull.** Bernard Jacobs in attendance.

* * *

KAYE KITCHENCRAFT CO., LTD. October 2 to 6, at 111 to 111a, New Bridge Street, **Newcastle-on-Tyne.** Also showing products of Rack (Furniture), Ltd.

* * *

L. L. COSTER. Now until November 1, at 38, The Avenue, Brondesbury, **London, N.W.6.** Telephone: Willesden 3088. Showing Utility Regency three-piece suite, rexine suite, and so on. Closed on October 3 and 4. Frank Sklan in attendance.

* * *

M. MORRIS CABINET MAKERS, LTD. October 16 to 20, at Grand Hotel, Trinity Street, **Hanley.** Alec Morris and A. G. Hutchings in attendance.

* * *

M. STEPHANY, LTD. October 16 to 20, at Grand Hotel, **Hanley.**

* * *

NESTA, LTD. October 2 to 6, at Holborn Restaurant, **London, W.C.2.** Showing upholstery and bedding. Mr. Loss, Mr. Luscombe and Mr. Henning in attendance.

* * *

N. NORMAN, LTD. October 2 to 6, at Grosvenor Hotel, **Manchester.** Showing Utility bedroom suites. W. C. Seward in attendance.

* * *

PARSLOW FURNITURE, LTD. October 9 to 13, at Royal Turk's Head Hotel, **Newcastle-on-Tyne.** Showing fireside and three-piece suites. Also October 16 to 20, at Royal Hotel, Woburn Place, **London, W.C.1.**

* * *

S MORRIS & SONS (LEEDS), LTD. October 2 to 6, at Grand Hotel, Colmore Road, **Birmingham.** Showing three-piece suites in all-British uncut wool moquette. Chick Morris and H. Bennett in attendance.

* * *

WOODLAND FURNITURE, LTD. October 2 to 6, at Kenilworth Hotel, **Glasgow.** Showing bedroom suites. Also October 9 to 12, at Royal Hotel, **Edinburgh,** and October 16 to 20, at Grand Hotel, **Birmingham.**

Death of Frank Dockray

WE regret to report the death of Mr. Frank Myers Dockray, at the Crown Hotel, Boroughbridge, on September 21.

The late Mr. Dockray was a prominent member of the furnishing trade until the early 1930's. He was a member of the family business of Dockray & Son, Aire Street, Leeds, carpet and linoleum wholesalers, until he returned after serving in the first World War, when he launched out on his own as a representative of various manufacturing firms in the trade.

He left the trade to enter the catering and hotel business.

When in the furnishing trade Mr. Dockray served on the committee of the Yorkshire Furniture Trades Employers' Federation, which later became The Northern Furniture Trades Federation.

New "Majority" Catalogue

L. LAZARUS & SONS, LTD., Angel Factory Colony, Edmonton, N.18, the makers of "Majority" furniture, have just issued a new illustrated catalogue of their latest range of bedroom furniture.

A copy of this catalogue will be sent on request.

Sussex Furnisher Closes Down

CLOSING this week, after selling out, is the antique and modern furnishing business of Charles C. Buckland, of 24-27, Kensington Gardens, Brighton.

Mr. Buckland came to these comparatively large premises four years ago from an antique shop in the Open Market, Brighton.

He states that he has no intention of re-opening the firm elsewhere.

S.F.T.B.A. Golf Results

THE annual golf competition held in aid of the Scottish F.T.B.A. took place last week at Western Gailes, 54 members being present.

Results were:—

First Class: 1, T. Birkmyre (winner of Morton Challenge Bowl) (4) 70; 2, J. A. L. Macdonald (10), 73; 3 and 4, Forbes Wyse (4) and G. T. Cruickshank (10), 75; 5 and 6, D. A. Aitken (8) and T. M. Noble (10), 76; 7, J. W. Walker (7), 77.

Second Class: 1, J. R. Mitchell (winner of Muirhead Challenge Cup) (21), 73; 2, J. Caldwell (22), 75; T. E. Cunningham (24), 76.

Scratch prizes were won by Messrs. Birkmyre and Mitchell.

Bristol F.T.B.A.'s Supper Ball

THE Bristol, Weston-super-Mare and district area of the F.T.B.A. will hold their annual supper ball at the Berkeley, Queen's Road, Bristol, on Tuesday, November 7. Dancing will be from 8 p.m. to 1 a.m. to Love Harris and her Ladies' Orchestra. Tickets are 12s. 6d. each, including supper. They can be obtained from any leading furnisher.

"World" Enquiry Bureau
Some Enquiries Answered

6646.—"Monarch" baby's tubular high chair.
6647.—As enquiry 6622.
6648.—Triple boring machines.
6649.—Ironing boards.
6650.—Three enquiries for Ega Electric Co., Ltd.
6651.—Transfers.
6652.—Pair of divans hinged from headboard.
6653.—Release from commitments to apprentice.
6654.—Sliding front bookcases.
6655.—Small whist tables.
*6656.—"Tintawn" matting.
6657.—Tax rate for upholstered spring-interior cushions.
6658.—Child's bed with arms.
6659.—Indian carpet importers.
*6660.—Drop-end actions for settees.
6661.—Dining sets with Welsh dressers.
6662.—"Safari" camp beds.
6663.—Single bedchair.
*6664.—"Rollaway" folding bed.
6665.—Bed quilt re-coverers.
6666.—Kidney-shaped dressing tables.
* Means unanswered. Can any reader help?

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A DURANT PRODUCT is your guarantee

High Grade Utility Upholstery

DURANT (FURNITURE) LTD

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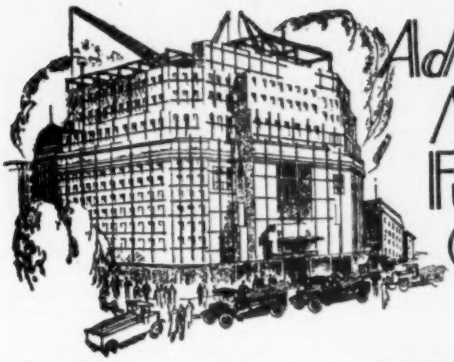
Telephone: NORth 4617-8



Advance News of Furnishing Contracts

STAFFORD. Extensions to the Stafford General Infirmary are proposed by the Birmingham Regional Hospitals Board.

STOURBRIDGE. Wolverhampton and Dudley Breweries, Ltd., Park Brewery Wolverhampton, are to erect a public house.

SWANSEA. T.C. approval is recommended to the adaptation of Earlsmoor, Bryn Road, as an aged persons' home. The cost is estimated at £9,255.

TARLETON (Southport). A hall is proposed at Hesketh Lane Methodist Church, at £7,500, and licence has been received.

TAUNTON. Approval is awaited for plans to renovate and extend the Y.W.C.A. Hostel, Mary Street, at a cost of £4,000.

URMSTON (Lancs.). Second stage of the scheme for the adaptation of the old sea training homes, Withens Lane, as a technical institute with lecture rooms, workshops, laboratories and assembly hall, at £39,860.

WALLASEY. Alterations to Redcliffe, Trafalgar Avenue, for use as aged persons' hostel, for T.C. Borough Architect, W. P. Clayton.

WALSALL. Birmingham Regional Hospital Board is recommended to approve a scheme for the conversion of accommodation at Pelsall Sanatorium, at £3,000.

WILLERBY (Yorks). Leeds Regional Hospital Board approval is recommended to a scheme to provide a T.B. unit at the De La Pole Hospital.

WINDSOR. The B.C. has approved in principle reconstruction of the Guildhall, to cost about £8,000.

WORCESTER. The T.C. proposes the adaptation of Fort Royal House as a children's home, to cost £2,100, and is recommended to submit scheme to the Home Office for approval.

BRISTOL. Dockland Settlement Council, 48, Stokes Croft, Bristol, 1, propose rebuilding settlement.

BURNLEY. The T.C.'s architects for a day nursery proposed at Malrose Avenue are Samuel Taylor, Son and Platt, 60, Manchester Road, Burnley.

BURTON. The T.C. is recommended to purchase a site at Ferry Street and Greenwood Road, Stapenhill, for a proposed health centre.

CARDIFF. T.C. Welfare Committee is considering a scheme to erect new workshop and institute for the blind, and has been informed the Ministry of Labour and National Service is prepared to make a grant of £30,000 towards the cost. Architect: C. F. Jones, 67, Queen Street, Cardiff.

£2,000,000 BUILDING FOR LLOYD'S

LONDON. Negotiations have been completed for a large new building to be erected for Lloyd's, the largest centre of insurance in the world. The new building will be on a site of 1½ acres and will cost £2,000,000. The site is opposite the present building in Lime Street, London, E.C. It is understood that plans are well in hand.

The Welsh Regional Hospital Board has placed a contract with Taylor Woodrow, Ltd., Adrienne Avenue, Southall, Middlesex, for additions proposed at Prince of Wales Orthopaedic Hospital, Cardiff. The contract figure is £150,000.

COLWYN BAY. Plans approved by the T.C. for the erection of a theatre and conference hall and pier extensions, at £125,000.

COVENTRY. T.C. Welfare Committee has authorised revision of plans for old people's home proposed at Broad Lane, for submission to M.H.

COWES (I.o.W.). The C.C. Children's Committee reports that plans for the short stay and reception centre proposed to be built on the Parklands Site at Cowes, have now been submitted to the Home Office for approval.

DARLINGTON. The M.H. has approved in principle the T.C.'s scheme to erect an aged persons' hostel at Firth Moor, to cost £25,000.

DUNDEE. Plans will be prepared by the Governors of Dundee Institute of Art and Technology for the first instalment of proposed Duncan of Jordanstone College of Art and will be submitted to Scottish Education Department.

£100,000 HOTEL

BRIGHTON. Mr. F. B. Armstrong, 5, Pavilion Buildings, Brighton, 1, is the architect for the erection of a £100,000 hotel.

EASTBOURNE. Mr. K. F. Wray, 43, Gildredge Road, Eastbourne, is the architect for the rebuilding of the Hotel Metropole.

FOLKESTONE. Repairs are proposed at the Royal Victoria Hospital, to plans by Dahl and Cadman, 3, Bouverie Road West, Folkestone. Estimated cost £30,000.

GLASGOW. Glasgow Corporation has granted permission, subject to submission and approval of plans, to Territorial and Auxiliary Forces' Association, to erect permanent H.Q. at 1610, Great Western Road.

A building contract is placed for superstructure works for extension of Department of Natural Philosophy, for Glasgow University.

LONDON (S.W.1). The architects for the addition of guest rooms at the Carlton Club, St. James's Street, S.W.1, are W. H. Watkins, Gray and Partners, 19, Grosvenor Place, S.W.1.

LONDON (W.). Shepherd's Bush Synagogue propose the erection of a youth centre at Netherwood Road, to plans by C. Fisher, 15, Addisland Court, Holland Park, W.14.

LONDON (W.C.2). Work has recently commenced on the erection of Government buildings at corner of Kingsway and Remnant Street, W.C.2, for which the contractors are Putman and Fotheringham, Ltd., 15, Islington Park Street, London, N.1. Plans by L. C. Norton, 16, Clifford Street, London, W.1. The cost is estimated at between £90,000 and £100,000.

NEWCASTLE-ON-TYNE. E.C. to convert "Moorlands" into halls of residence for Kenton Lodge training college at £7,000. No contracts let. Plans by the City Architect, 18, Cloth Market, Newcastle.

NORTH RIDING. The County Architect is to prepare plans for the erection of a child welfare centre at Normanby, for the C.C.

Furnishers in Debate—4

Four Vital Factors in Opening a Branch Shop

Appointing Staff, Buying, Deliveries and Publicity

THE possibility of opening additional premises in a neighbouring town is often considered by furnishers who wish to expand their trade. At the N.A.R.F. Summer School students thrashed out the question thoroughly.

The situation suggested was this:—

An owner of a flourishing middle-class furnishing business, opened three years ago, which was located in a main thoroughfare of an industrial town with a population of 70,000, purchased a similar-sized property in one of the main streets of a town with double the population, four miles away. Great developments were taking place in that area and the business had great possibilities.

The questions they discussed were:—

(1) The appointment of staff;
(2) Buying merchandise;
(3) Arranging deliveries;
(4) Publicity and building goodwill.

On the subject of staff there were two schools of thought. One group decided that the best scheme would be to transfer the manager of the parent shop to the managership of the new shop. This would have the effect of applying the character of the parent shop to the new one. He was obviously a sound man if he had assisted his employer to achieve the success he did in the previous three years. He would also have a full knowledge of his employer's methods.

Promote First Sales?

The First Sales of the parent shop should be promoted to manager of that shop, two new salesmen recruited for the new shop and another drafted from the parent shop. The owner would, of course, supervise the running of both shops. The only other additional staff needed would be a cashier-bookkeeper and a porter-salesman for the new store, and salesmen to fill the gaps at the original shop.

The other group decided that although there might be dissatisfaction among the staff of the old shop, it would be advisable to appoint a local man to manage the new shop. This would avoid removing a man from a place where he was, at the time, most successful, and breaking his personal contacts.

A new manager would bring new blood into the business and if he were a well known local man he would bring fresh accounts with him.

It was thought that the manager of the old shop should be given a salary increase, as he would have more responsibility with the owner devoting a considerable proportion of his time to the new shop.

Local Recruitment?

This group also felt that it would be advisable to recruit locally an entirely new staff chosen by the new manager, but that they should be trained at the other shop as this would instil a spirit of unity into the staffs.

It was agreed that the accounting and office work should be done at the old premises and a cashier engaged for the new shop who would be able to undertake the small amount of bookwork required.

On the subject of delivery, opinions again varied. One group decided that it would not be necessary to purchase a delivery van because there would not be sufficient work to warrant it, but that the job could be done, as previously, by outside carriers.

The other group thought that a van was necessary because (a) it would guarantee prompt delivery; (b) it would be useful as an advertising medium; (c) the shops being only four miles apart it would help in planning area deliveries and transfers between shops; (d) a driver employed by the business is immediately identified with that business and is a personal representative; (e) the driver's mate could be a porter and the addition to staff would make the whole business more flexible. It might be possible to train the warehouseman as driver.

The buying, it was decided, should be done centrally by the owner. Central buying would permit a wider selection of goods without a comparative increase in stock, and manufacturers generally favour larger orders.

The new shop should choose stock similar in quality, design and price to that in the original business; and when open it should have the appearance of being well stocked, with no empty spaces or fitments.

No "Special Offers"

No attempt should be made to open the shop with "special offers" or bargains. This always tended to lower the prestige of a shop. But, if possible, it was thought that the new shop could, before opening, build up a stock of short-supply merchandise. This would have to be done with care so as not to give the impression to customers of the old shop that all the good lines were being diverted.

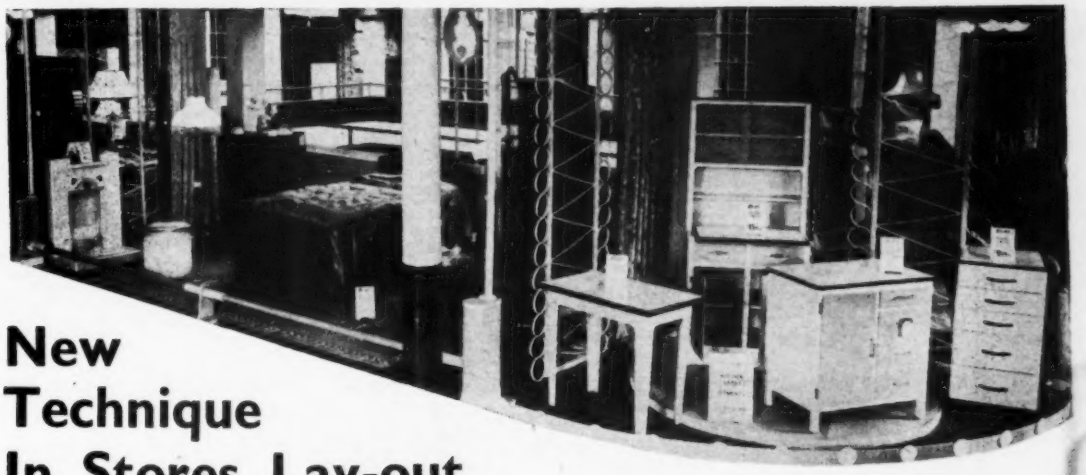
Publicity was discussed very fully and it was decided that a joint campaign for both shops would be the most advantageous and economical, especially as the same papers would probably cover both areas. This would stress the identity of the new shop with the old. An extra initial advertising programme would be needed to launch the new shop, but after that it was felt that the sum usually spent by the original shop would not have to be increased unduly.

Students were against advertising in cinemas, on buses and hoardings, as these methods were too expensive. They decided to stick to Press advertising, posters on the premises before opening, and perhaps handbills and circular letters sent to old clients or names and addresses taken from directories.

Students were of the firm opinion that frequent sales tend to lower the prestige of any business and goodwill should be built up on the basis of value for money through the medium of good buying.

ABOUT THIS SERIES

WHILE we fully reported the main sessions in the recent N.A.R.F. Summer School, furnishing students discussed in private many important retailing problems. Their views have now been collated—and here is the fourth of a series of reports which sum up the opinions expressed. Next week this series is completed with a discussion on furnishing a Georgian House. Salesmen are often asked by customers to suggest complete room schemes and they must have knowledge of period styles, colour schemes, decorating and room planning. This article will give many interesting suggestions put forward by the students.



New Technique In Stores Lay-out Sells Accessories As Well As Suites

TO display every article of furniture and furnishing in its proper setting is the idea behind the almost revolutionary changes in interior display which have been introduced by Bow's of High Street, Glasgow.

The main objective, Mr. N. Carnegie, furniture manager, told a *Furnishing World* feature writer, is to *present an overall display of the store's merchandise, incorporating items from every furnishing department in each display.*

"This," he continued, "has the distinct advantage of commanding the attention of prospective customers who, perhaps intending to purchase a dining room suite, would previously have viewed these—and these alone. Now, subsidiary furniture and furnishings can be viewed without taking up the time of either the customer or the salesman."

Bow's have completely abandoned the old method of displaying furniture by showing rows of graded dining suites, bedroom suites, kitchen units, nursery furniture and occasional furniture; and in its place have adopted the more attractive and—as sales have already indicated—more profitable principle whereby each item is displayed in its proper setting.

Apart from their modern bungalow where the hall, lounge, dining room, main and small bedrooms, nursery and kitchen have been tastefully re-decorated by the co-ordinating departments of the store, the firm have now devoted their second floor to an additional set of rooms.

The general outlay of the store lends itself admirably to this new idea. Being built on the gallery plan, it has been possible to use the space immediately surrounding this gallery, making it appear as a rectangular house with eight principal sections.

The sections immediately facing the main staircase house the lounge and lounge-cum-bedroom. Those immediately opposite are devoted to two lounges; while the remaining adjacent sections are used as bedrooms and dining-rooms. Each item in the respective displays has been carefully selected as demanding just that bit more selling aid, the "bread-and-butter" counterparts being provided for in the less elaborate, yet attractive surrounding displays.

In each of the rooms, appropriate lighting fittings, carpets, drapings and ornaments have been added and, in alcoves set into the four corners of the rectangle, there are displays of occasional bedroom accessories, carpets and linoleums, kitchen units and nursery furniture.

The whole setting, with curtained window frames concealing the gallery and finishing display units in the form of pillars and ornate shafts topped by the Scottish thistle, is an attractive one.

Continuity of the idea is to be seen throughout the store, all furniture being displayed in groups, with the heavy lines of full suites being broken by occasional pieces.

While there is a resultant decrease in the amount of stock which can be shown, Bow's directors (whose brain child this has been) are satisfied that the yield in sales will more than compensate for the relative loss of what was after all, little more than storage space, with no noticeable display value.

At any rate, their idea, put into operation by their display manager, Mr. W. Kennedy, with the co-operation of all departments, is proving a great attraction.

Pictures above and below show how Bow's have re-arranged the interior of their store.

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The Furniture Bedding & Upholstery Manufacturer

VOL. 26, No. 341 September 29th, 1950

A PRACTICAL JOURNAL FOR THE FURNITURE AND WOODWORKING INDUSTRIES

Good Spray Gun Maintenance Stops Finishing Hold-ups

By Harold Wardman, of Air Industrial Developments, Ltd.

HOLD-UPS often occur in well-planned production lines or finishing shops because a spray gun, which is a precision tool, has not been given treatment to ensure its perfect working.

THE working life of a spray gun can be greatly increased merely by keeping the gun clean inside and out, and by daily checking the working parts and oiling if necessary.

On all spray guns there are three important parts—air nozzle, fluid nozzle, and fluid needle. If these parts are kept clean and serviceable little else can go wrong with the gun, although minor adjustments may be necessary.

It is advisable to supply each operator with a glass jar or container of clean solvent and a suitable brush (in most cases supplied with its gun) and a set of gun spanners. At the end of each day's work, the air nozzle and material nozzle should be removed and given a thorough cleaning with the brush and solvent to remove any material which has accumulated in the course of the day's spraying.

Do not Immerse Whole Gun

No harm can be caused by leaving the air and material nozzles to soak overnight in the jar of solvent if the material deposit is heavy, but on no account should the complete gun be immersed in solvent, as this will ruin the graphite packings in the gun.

After cleaning both air and material nozzles, clean the tip of the material needle and reassemble the gun, occasionally putting a few drops of oil on the threads of the air nozzle retainer ring, to facilitate quick release of this when a change in fan sprays is needed.

Keep spray gun set-ups in complete sets. Have the material nozzles and material needles paired off, as the most common cause of faulty spraying is because the material needle is not seating properly. Mishandling or carelessness may result in a bent or broken material needle. Do not attempt to grind or straighten this, but buy a new one.

On most guns the material or fluid needle packing is of felt or leather impregnated with graphite, so it is essential that this packing be kept perfectly adjusted and occasionally oiled. Impress on the operator that the gun must not be soaked in solvent, otherwise this packing will be ruined.

Important Adjustment

The material needle packing is usually adjusted by a packing follower and packing nut, and this adjustment is very important to ensure satisfaction in the working of the spray gun. If the packing is

(continued over page)

The three important parts of a spray gun: air nozzle, fluid nozzle and fluid needle. Keep these clean and serviceable and little else can go wrong with the gun.

Care of Spray Gun Will Stop All Delays in Finishing Shop

(from previous page)

too tight this will tend to retard the material needle, causing or allowing paint to leak from the material nozzle. If the packing is too loose, this will allow paint to leak back, causing the gun to splutter.

A faulty spray or unsatisfactory gun may be caused by many things, but the most common is improper cleaning. Never use metal instruments to clean air or material nozzles, as these parts are carefully machined and any damage to them will cause a faulty spray.

The writer of this article recommends this as the most comfortable method of handling a spray gun. It puts the minimum of strain on the wrist and forearm—an important factor when the operator is spraying continuously all day.

Most spray gun makers supply a spare parts and information sheet with their spray guns, and it is essential that the set-ups given and recommended should be kept to. Different materials require different air and material nozzles, and material needles to produce 100 per cent refinishing results. When in doubt, consult your spray gun maker, who will advise you as to the most suitable gun to suit the material you are using.

How to Hold the Gun

A minor detail in spray gun technique, often overlooked by the operator, is the correct holding of the gun. The natural tendency for the beginner is to hold the spray gun as he would a revolver, that is, with the forefinger on the trigger. This rather tends to cause the gun to tilt forwards, causing undue strain and fatigue on the wrist and forearm muscles.

The most comfortable method of handling a spray gun is by gripping the handle in the normal manner, but putting the index finger directly along the gun body towards the air nozzle, and manipulating the trigger with the middle and third fingers. This allows the gun to be used in a natural position with a minimum of strain on the wrist and forearm, a most important factor when an operator is spraying continuously all day.

To clean a spray gun with a pressure feed container, shut off the air supply to the container and release the pressure on the container through the pressure release tap. Hold a piece of cloth, wadded in the hand, tightly over the air nozzle of the gun, ensuring that the wad of cloth covers both the spreader horns on the air nozzle, and pull the trigger on the gun.

The air will back up through the material nozzle and force the material out of the material hose back into the container. Next put enough solvent into the container to wash the hose and gun thoroughly. Reconnect the air pressure to the container and spray this through the gun until it is clean. Then blow out the material hose to dry it, and remove all traces of material by attaching it to the air line with a suitable adaptor. Oil all working parts daily.

Cup-guns can be cleaned quite simply. Unclamp the gun cup, empty and rinse out with solvent, place clean solvent in cup, and re-attach to gun. Spray this through the gun until it is clean, then blow air through the gun to dry it thoroughly. Oil all working parts daily.

Faults to Look For

If a gun spits or splutters the cause may be due to one of these simple faults:—

Dried - out packing around material needle, possibly caused by immersing the gun in solvent and allowing air to leak into the fluid passage, results in spitting. Remove and loosen the material packing nut, place one or two drops of machine oil on the material packing, and tighten up the material packing nut to the correct adjustment to allow free travel of the material needle. In aggravated cases, completely replace the material packing.

Dirt between fluid nozzles seat and body of gun, or loosely positioned fluid nozzle, may also cause the gun to spit and splutter. Remove fluid nozzle, clean the back of the nozzle seat in the gun body with suitable brush and solvent, replace nozzle and tighten.

A defective swivel nut on the head assembly of a syphon cup, or material hose can cause a gun to splutter, and these, consequently, should always be kept tight.

A fan spray pattern that is heavy in the middle, or a pattern that has an unatomised salt and pepper effect, indicates that the atomising air pressure is not sufficiently high. Always therefore ensure that the atomising pressure is set to allow for a drop between the pressure regulator and spray gun, in accordance with the length of air hose in use. When using normal ⅜ in. bore air hose, the usual drop in line pressure in a 25 ft. length is 5 lb.

Regular cleaning is a simple and quick task, and each operator should be made responsible for the maintenance of his own spray gun. In this way, one more cause of hold-ups can be prevented.

How America is Using Wood Waste

HOW to find effective uses for wood waste is a problem that has puzzled the minds of those connected with the furniture and the woodworking trades for years, and it is therefore interesting to learn from the *World's* American correspondent how the question is being tackled on the other side of the Atlantic.

Several new factories are being built in America to make use of sawdust, shavings and other wood waste.

If the waste is in the form of shavings or scrap lumber, it is first broken down to coarse sawdust, which is then passed through a mill to reduce it to fine particles. This powder is then mixed with a few per cent of a thermo setting phenolic resin and compressed in a steam press to about one-sixth of its original volume.

The resulting product is a "wood particle board" which has properties similar to that of real wood.

Panels up to 4 ft. square may be produced in this way and it is claimed that their properties compare favourably with those of natural wood board. Their mechanical strength is good, they may be glued and painted, and are said to be resistant to warping, swelling and shrinking.

Shadowless Factory Speeds Up Production

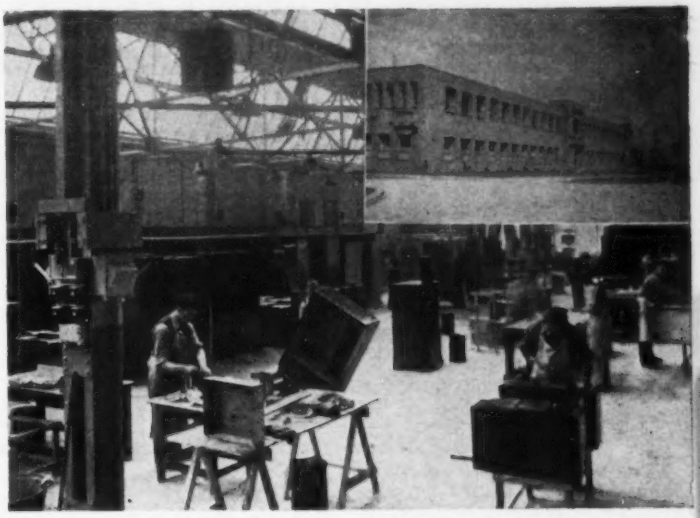
Good Planning in New Sunderland Furniture Works

A HUGE galvanised metal cone standing high above the rear of the Mayfair Cabinet Works, on Pallion Trading Estate, Sunderland, is one of the first things which interest visitors as they approach the new building.

AND, when once inside the well-lit, dust-free work rooms, they realise just what that vast cone means to the 130 men who work there. It is a Cyclone dust-extraction plant of such capacity that, in fine weather, the shavings and dust it collects from the air and machines provide—through the furnaces beneath the plant—sufficient heat to meet the factory's needs. It means clean, healthy working conditions in all parts of the building.

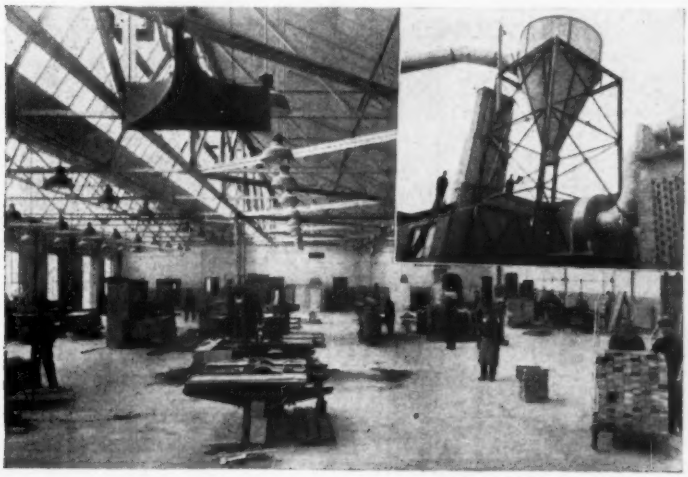
Standing by the daily production chart in the centre of the year-old factory, which is now in full production, a *World* reporter talked with the man who not only planned it all, but trained most of the workers himself — Mr. Samuel Finkel, managing director and founder of the firm. It was he who started the firm in old three-storey premises in Villiers Street, Sunderland, and then organised the transfer to the specially designed shadowless factory at Pallion.

Virtually a self-contained one-room unit of 90,000 square feet, the factory is claimed by Mr. Finkel to be a happy workplace where craftsmanship is encouraged. Each day he visits every department early in the morning to follow the progress of work and to give the benefit of his experience in the trade to inexperienced youngsters.



The assembly shop in the new Mayfair Cabinet Works factory is notable for its clean lines and well illuminated interior. The firm, concentrating more upon quality than mass-production, have installed no conveyor system. INSET: *Special "World" picture of the new factory building.*

This "World" picture taken when plant was being installed in the new Mayfair Cabinet Works factory shows the spacious mill with the "Northlight" roof which prevents shadows obscuring any part of an operation. INSET: *The huge dust extractor plant which not only purifies the air in the shops, but provides combustible material for the furnaces.*



Team Work Encouraged

Men who might otherwise have been idle are glad to work on without a break in the mornings and afternoons while a mobile "canteen" travels round the workshops —all of which are linked together under one roof—distributing tea, cakes and sandwiches. Radio programmes are relayed throughout the factory, and the atmosphere is one of family teamwork, which the managing director encourages by addressing his employees by their Christian names.

"One of the greatest advantages of this factory is that it is all on one floor and was designed specially as a furniture factory," said Mr. Finkel.

Up-to-date machinery is used to assist workers in every stage of manufacture, from the raw material to the finished product, and to facilitate quick despatch the firm has a special storage room with four loading bays. A fleet of vans transfer finished suites straight from factory to shop, or railway station, *en route* for as far afield as Wick and Bristol. Loading bays are placed at such a height as to make

(*continued over page*)

Planning New Sunderland Factory

(*from previous page*)

it unnecessary for any furniture to be lifted into vans.

Goods do not stand for long in this storage room, however, for there are a large number of orders in hand at the moment.

A showroom of 1,000 square feet floor space stands near to Mr. Finkel's office, so that buyers can see the firm's products to best advantage. This display, however, in common with the constant movement throughout the premises, is regularly changed to take in new designs.

Several different types of bedroom suites are in process of manufacture, and generally about three or four new designs are brought out every year. Watching these being made, the *World* reporter asked Mr. Finkel why he used no conveyor system.

He answered: "There is no need to here. I prefer to give our craftsmen time to add "quality touches" to their work.

"Conditions are as ideal as possible for a factory of this type," he continued. "By having a North-light roof, workers can stand in any part of the building and not make a shadow. It is a healthy atmosphere, and because of the powerful dust-extraction machinery, the place just could not get dirty."

Fumes are no headache to men in the polishing shop for automatic air-changing apparatus is fitted, and the special design of the timber drying shed also helps to keep the air as pure as possible. This shed stands at the rear of the factory and is built with latticed brick-work, so that air can sweep through it.

Mr. Finkel believes his factory to be the best of its type in the country, and his aim is to produce only quality furniture. Great care is taken over the designing and testing of new suites, and a novel feature of one of the latest bedroom suites is a dressing table which has a concealed drawer to hold valuables.

"Labour disputes don't exist here," said Mr. G. H. Richards, secretary. "We have a production bonus scheme, and the workers can see by the daily total on a chart just how much they have all been turning out as a team. It is a good incentive.

"Like everyone else in the trade, however, we do have difficulty sometimes in getting sufficient of the right type of men. We are proud to say that more than 95 per cent of our employees are ex-Servicemen."

The only women employed in the factory are those in the offices.

It was pleasing to see such a factory where high-grade craftsmanship counts every bit as much as quantity, and where the unwritten motto is: "Quality and efficiency with speed."

Brook Motors Aim at £1,000,000 Export Target

A TOUR of America and Canada, covering 14,000 miles, has been made by the joint managing directors of Brook Motors, Ltd., Mr. Frank V. Brook and Mr. John L. Brook, with a view to extending trading with the dollar countries.

Brook Motors, Ltd., have developed and put into production a range of motors similar to, and mechanically interchangeable with American and Canadian types.

It is estimated that the dollar export turnover should, within the next few years, be brought to one million pounds a year.

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FIRESIDE CHAIRS
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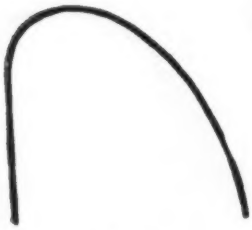
arms and legs



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AMBER ST., LONDON, E.15 *MARyland 3429*

Multiple Carving Machine is Simple, Saves Floor Space and Time

TO-DAY, high-grade wood carvings are made by machine from a master pattern on a large production basis, and the mechanical ability developed in these machines makes it possible to produce wood carvings in large quantities at low cost.

WITH carvers, it is usually necessary to move both the table and the carriage forward and back to get full length of cut, but on the Minnesota multiple carving machine which is being marketed in this country by the sole agents, Engis, Ltd., Victoria Street, London, S.W.1, the carriage covers the full length of cut, and the table remains stationary, except for vertical adjustment to suit thickness of stock.

The carriage, which carries the cutter heads, has 58 in. forward and back movement which is within the reach of the operator; the carriage, however, can be arranged to travel up to 72 in. on special order. The stationary table gives ease of operation, and—more important—saves floor space and time.

The machine is entirely self-contained and wired ready for use; it is so rigid that it does not even need to be fastened to the floor. Centre beams are spaced for length of stock by a crank, and two quick-acting screws which keep the centre beams always parallel.

The wooden table tops are fitted with steel holding plates at the ends, and can be removed and replaced without the use of a wrench as the clamping bolts are operated by hand knobs and always remain in place in the centre beams, disappearing below the top when not in use. This greatly reduces setting up time when changing from one type of work to another.

Each motor drives only two spindles by a single flexible fabric belt, assuring greater flexibility of operation, better balance, and maximum power.

Sliding plug locks are provided to hold the spindles for changing cutters by the use of only one wrench, leaving the other hand free to set the cutter.

Each twin spindle unit is carried at the front end of an individual arm which is mounted on large ball bearing pivot points on the cross member of the carriage. This individual arm support to each twin spindle unit materially increases the steadiness of

(*continued over page*)

Timber Supplies Inadequate

Must be Increased Says T.D.A. Director

"IN putting its services for the last ten years entirely at the disposal of the Government, the timber trade has learned a form of obedience which I think has persisted a little too long now that the war is over."

THIS opinion was expressed by Mr. Philip O. Reece, the director of the Timber Development Association, at their recent Cambridge instructors' end-of-course dinner.

Mr. Reece continued: "I think the trade has not only a duty to the Government—whatever the Government of the day might be—but it has a duty also to the people and the future of British industry, and there is no doubt that at this moment the trade and the future of timber is being rather dangerously treated by our masters."

Timber, said Mr. Reece, was one thing that this country's economy could not do without, and yet it was the one thing of which it was starved. They would think that in dangerous times like these, steps would have been taken to ensure adequate supplies of this very important material. But what had happened? They had a Government which, on the outbreak of the greatest international crisis since 1939, had only enough timber to keep them going for seven or eight weeks.

"We cannot afford to run this sort of risk. We must have more timber.

"I would like to take the opportunity of saying a word in favour of Sir Arthur Salter's suggestion that we ought to be accumulating a strategic reserve of imperishable materials."

Mr. Philip O. Reece

Sir Arthur had argued that if, in times of peace, they accumulated stores of imperishable goods, then in the event of war their merchant and naval shipping could concentrate on bringing in essential supplies of food.

Mr. Reece thought the trade had a right to take a strong view. Through its disinterested services to research, design and education, it was accepting full responsibility for the future of the trade and for the future of the ancillary industries which were dependent on the use of timber.

Mr. David B. Irvin, deputy chair-

(*continued over page*)

The Minnesota multiple spindle carving machine for which the sole agents in this country are Englis, Ltd., London, S.W.1. The table remains stationary except for vertical adjustment to suit thickness of stock.

New Bending Attachment for Tubular Steel Work

MANUFACTURERS of tubular steel furniture will be interested to hear that a new general purpose bending attachment has been produced by Chamberlain Industries, Ltd., of Staffa Road, Leyton, E.10.

IT is designed for use with the firm's well known "Staffa" two-stage hydraulic bending machine, and, by using the correct formers, it will bend, cold or unloaded, to any angle up to and including 180 degrees, copper tubes from one inch to two inches in diameter.

In addition, with the use of simple rollers, round solid bar sections from 1 to 1½ inches in diameter can also be bent to angles up to 180 degrees.

The attachment consists mainly of two components, the frame, which carries the hydraulic pump, and the bending arm housing the adjustable back former pin. The bending arm rotates around a central pin located within the frame, and connection between the straight line push of the ram and the rotating action of the bending arm is by a bending pawl, attached to the ram nose and swivelling on pillars forming part of the bending arm construction.

Bending through angles up to 180 degrees is achieved in 60 degree stages and, as the ram reaches the maximum travel for each stage, the bending arm is automatically locked by a spring-loaded ratchet pin, whilst the ram is retracted to start the next bending stage.

The whole operation is made automatic and foolproof by restricting the travel of the ram at one end and by spring-loading the bending arm to ensure that it is correctly seated on the next pillar when the ram is at the other end of its travel.

The clean appearance of the attachment is achieved by housing all the working components either within the framework or the bending arm, and since all bending is carried out on the top of the attachment, maximum manipulation and visibility are ensured at all stages of operation.

All formers are easily and quickly mounted on the attachment, and when used in conjunction with the special indicator plate fitted, automatically provide the correct "angle of lead" essential to the type of tube being bent. Incorporated also is a pointer and bending angle plate giving the angle of bend on a tube during any part of the operation.

This new general purpose bending attachment produced by Chamberlain Industries, Ltd., will bend, cold or unloaded, to any angle up to and including 180 degrees.

New Multiple Carving Machine

(from previous page)

operation and makes the Minnesota an exceptionally sturdy multiple spindle carving machine, producing the smoothest carvings that are possible.

The entire machine is extremely compact and built low so that there is the maximum of light on the work, and clear vision for the operator is assured.

The carriage is very light operating and accurate in all its movements, because its main cross member is supported by two accurately turned drum wheels fastened to the end of a central shaft running in ball bearings. These drum wheels are maintained parallel to each other, and in correct relation to the machine, by flexible metal equalising bands, or ribbons, which are wrapped around the drum wheels and have take-up adjustment for maintaining parallelism.

The front and rear centres are carried by individual housings which uniformly rest on to a machined ledge on the inside of the front and rear beams; hence, they remain in perfect vertical alignment, can be more readily adjusted horizontally, and better work results.

Set-up time for work between centres is minimised because all centres are of the disappearing point type, and the front centres are provided with driving-in plungers which are driven against the front end of the work and locked in position from the normal front working position of the operator.

A reverse cutting attachment with a quick change clutch box can be supplied, so that in addition to the regular work, wherein all cutters merely duplicate the pattern, the operator can cause all cutters on one side of the tracer to produce pieces exactly like the pattern, while the cutters on the other side of the tracer produce simultaneously the reverse of the pattern, thus getting right- and left-hand carvings from one master pattern and saving the cost of a reverse pattern.

There is a wide selection of models, ranging from 4 to 32 spindles.

This carver—developed by the Oliver Machinery Company, U.S.A.—produces an infinite variety of carvings with a rapidity and ease of operation that is surprising. An ordinary workman, by the use of these machines, can in a very short time produce carvings on a real production basis.

Success of Timber Education Scheme

(from previous page)

man of the T.D.A., said that, throughout the country, interest in the timber education scheme was spreading. Last winter, at 65 technical colleges, more than 4,000 students attended classes and lectures on timber. There was the national examination scheme in timber technology and timber trade practice, leading to the award of a certificate after three years' study.

In addition, a Higher Certificate examination had been introduced, and it was noted that more and more firms were insisting throughout the country that their employees should take this course and gain the certificates.

Importance of Training

To-day, more than even before, there was a vital need throughout industry for a consistent policy in relation to the training of young men and women. Without this, the high level of industrial efficiency in the country could neither be maintained nor yet extended.

"To-day, timber is faced with competition from other materials, and it is therefore more essential than before that there should be a scientific approach to a planned training scheme for young members of the trade. They must really get to know the material they are handling and understand all the technical and scientific uses to which it can be put."

We can't hope to show in one advertisement all the different types of springing we make. They cover a very full range of spring units made to B. O. T. specifications: in addition to thousands of others.

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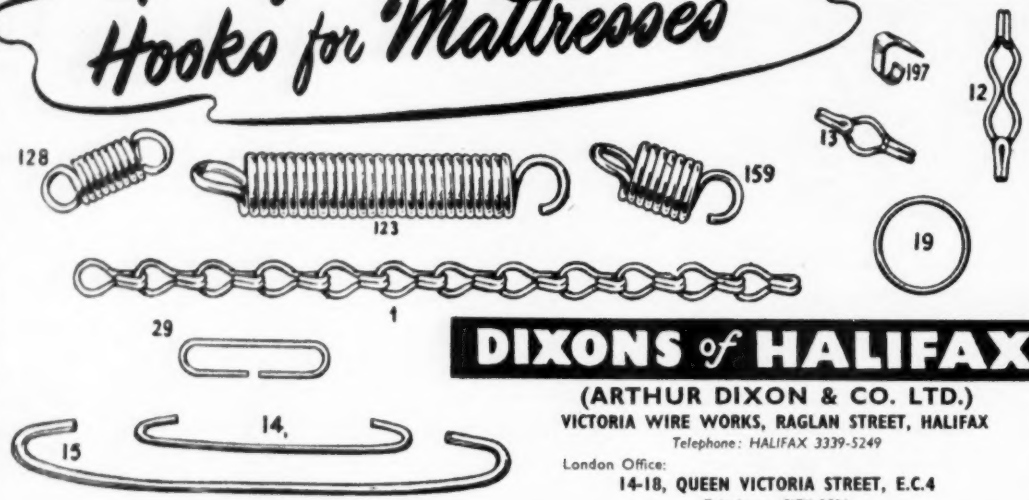

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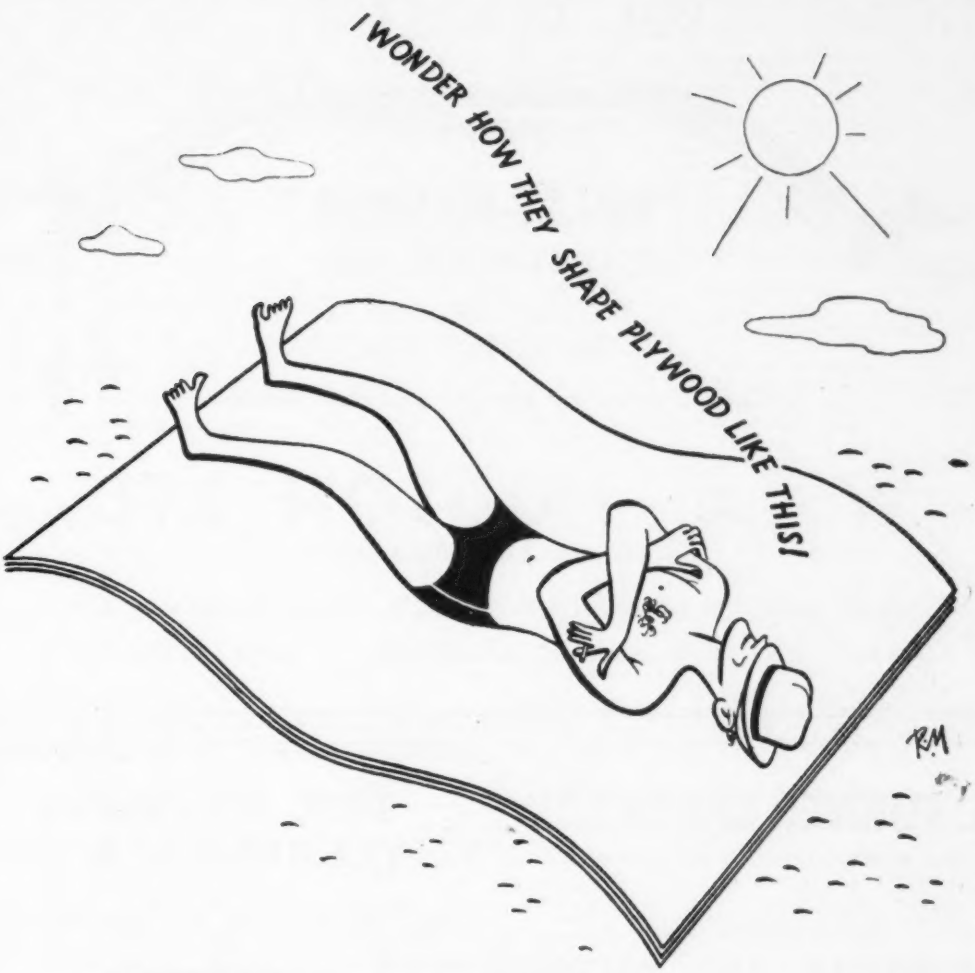

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(continued page 62)

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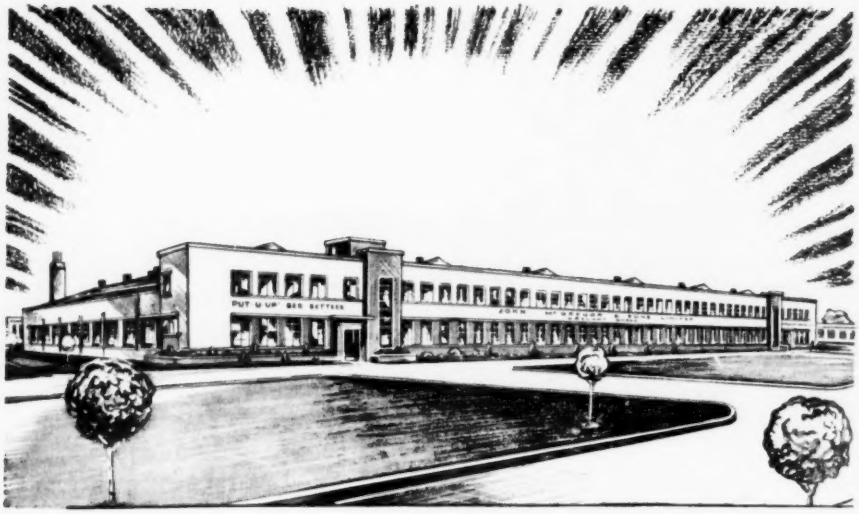

THIS IS OUR NEW HOME

We have vacated our Renfrew Factory after fifty years of consistent progress. It became apparent some two years ago that the expanding demand for Put-U-Up Bed Settees and Gregart Upholstery would compel us to move to larger premises. The new factory then begun is now complete. At Hillington production and administration are on one floor level to assure the most modern methods of flow production. This will enhance further the long famous Gregart Upholstery and Put-U-Up Bed Settees. Here at this very modern production unit we hope to develop still further and to improve our services to you.

and this is our new address

The existing factory at 433-439 Hillington Road which we have occupied in addition to our Renfrew factory since 1946 has been re-designed and is being re-equipped with the most modern British and American Bedding machinery. Gregart Bedding will go into production on the 1st September and our representative will introduce it to you then.

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